

# The NATIONAL WOOL GROWER



TECHNICAL ROOM

Reports of

A. H.

State Organization Meetings

in

Utah, Montana, Washington  
and Nevada

+ + +

Overshot and Undershot Jaws  
in Sheep

by

Julius E. Nordby

+ + +

Some Feeding Facts

by

E. J. Maynard



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or 46% of the Entire Receipts**



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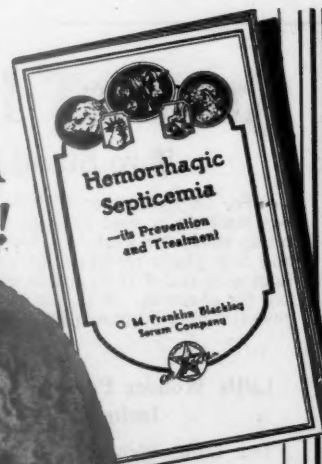


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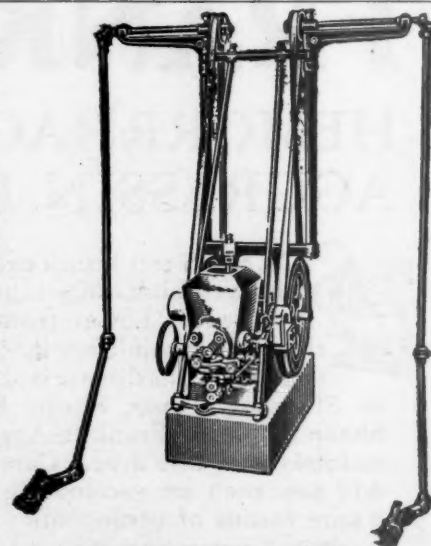
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# THE NATIONAL WOOL GROWER

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# EDITORIAL

Last month we reported the enthusiastic endorsement and support accorded by Idaho to the new lamb program. Since then Utah, Arizona, New Mexico, Montana, Washington, Oregon and California associations have assumed their quota of the new budget of the National Association and laid their plans with almost full certainty of being in a position to make their payments before midyear.

The enlarged budget of the National Association, as voted by the Executive Committee on August 23 and December 9 and ratified by the convention on December 12 (page 12, December Wool Grower), amounts to \$125,000 for 1931 and provides for expenditures from that amount of \$100,000 in the first year of a broader campaign of education and publicity to secure more adequate appreciation and the larger use of lamb.

Students of economic changes agree that in most industries the beginnings of movements for permanent betterment are made in times of decline and discouragement. It may be considered that the misfortunes of 1930 have started the sheep industry on a course of constructive planning and action by its combined organizations that will secure for it a larger and more secure position in the commerce of future years.

The wisest and most fruitful outlay of \$100,000 per year or of a half million dollars in five years can not of itself be expected to revolutionize the conceptions of our population as to whether lamb is an attractive or economical food, nor to rescue or rejuvenate a declining industry. Such is not our need or our undertaking. By the laws of common sense and of sound practical economics the future holds a larger place for lamb in furnishing the requirements and meeting the ideas of a vast population, of which the most striking characteristic is readiness for change. Some of this disposition to change old customs arises from the love of change for itself, but in the main its basis is in economics.

Smaller families, more leisure and pleasure, fewer hours in the home—all these things call for principal articles of food in form for only a single meal, of low cost, and adaptable for preparation in a hurry. Cuts of lamb delivered in the most modern styles which sheepmen in recent years have endeavored to introduce meet the modern demand. The increased use of poultry products largely has resulted from these same demands by the major part of the population of this country that has never come to know about lamb or else has never found it offered in the styles that make it so popular with those who know it best.

And so this effort to promote lamb, far from being in the nature of opposing the trend of changes, is found in reality to be a movement to go along with and gain by serving the trend of economic and social changes. With nothing done on our

part the good qualities of our product eventually might bring it into the position that its merit warrants through continuation of such prices as were established early last year when the supply furnished a surplus above ordinary demand. With the new rate of marketing having now been consumed for a year it hardly seems logical to say that there still is a surplus.

Failure of prices to materially recover is not now due to the extent of receipts of lamb at the markets but to the general low level of commodity prices, including wool and slats, the declines in which are responsible for a drop of two dollars per hundred on live lambs since 1929. With normal business conditions and lamb crops of the size of that of 1930, production of lambs and wool in the United States can again be on a profitable basis.

A return of paying prices should not be considered, however, as suggesting rapid expansion in production. Large profits in nearby years are not probable. Curtailment of production is undesirable as diminished supply means loss of new customers and another cycle of expansion, surplus, and demoralized prices. Security lies along the line of employment of adequate measures to develop demand, of conservative production, improvement of quality and development of methods of marketing that fairly reward the producer.

Wool growers can not afford to overlook the fact that the National Wool Marketing Corporation is owned and controlled by those for whom it sells wool. The grower who signs a marketing agreement has a vote and interest in the affairs of the member association which he joins. The members of each organization doing business with the National Corporation are stockholders in their own association, elect their own officers and also their own representative on the board of directors of the Corporation. From the grower to the head office in Boston the organization's affairs, policies and personnel are under the direction of the men who ship wool and they should use their power and express themselves in regard to the direction and management of the National Wool Marketing Corporation.

As this page is written the report of the Public Domain Commission has not been received. It was reported that a final report had been agreed upon in the nature of a compromise, and signed by all the members. Whether any individual reports had also been filed is not known. Unless there is to be a special session of the seventy-second Congress, no material action can be taken until next September. What it is proposed to do will be shown, not so much by the report, as by the bills that may be introduced in Congress to carry out recommendations of the commission.

## The Lamb Program

## In Line With Economic Change

## Conservatism in Production

## Our Corporation

## Public Domain Report



## ANNUAL OUTLOOK REPORT FOR 1931

**T**HE Bureau of Agricultural Economics of the United States Department of Agriculture issued its annual outlook report for 1931 on February 2. A summary of the general report issued by the department is printed below.

Annual outlook report says there is some prospect for gradual recovery in the domestic demand for farm products the latter half of this year, and for lower production costs. Except in the case of wheat and pork products, some recovery in foreign demand also seems likely. This prospect of improvement is based on the belief that the world wide economic depression will have run the worst of its course by the summer of 1931 as consumption of many industrial products is now out-running production. Prospects also will be affected by the volume of agricultural production in 1931. Although production credit may be curtailed, ample marketing credit is expected. Farm wages are the lowest in many seasons and building materials and fertilizer prices are lower than they were a year ago.

Wheat growers are faced with rather discouraging market prospects. Unless yields throughout the world should be materially below average, prices are likely to continue to be low. World production has been increasing faster than consumption for some years and burdensome stocks have been piling up so that the world carryover on July 1 next will again be abnormally large. Corn prices in the 1931-32 season are expected to average somewhat lower than in the current season, but some improvement in cash corn prices is looked for before the 1931 crop is available. There will be tendency to increase corn acreage in the corn belt to replace reduced stocks. There will be a decreased market demand for oats and less strength in the market demand for barley. Prospects of a slight reduction in hog production this year is regarded as a favorable factor in the long time outlook for the hog industry.

Cattle prices the first half of 1931 are expected to average considerably below those of the first half of 1930, but it is believed that prices of most classes and grades will improve during the second half of the year. Livestock industries will have the advantage of relatively cheap feed grain. Sheep producers are faced with the problem of reducing breeding stock numbers and disposing of a larger proportion of their annual lamb production through slaughter channels, in order to improve the economic position of the industry. World wool production continues near record levels, and present world's stocks are large.

Dairy industry expanded to the point where even with the expected improvement in the business situation the former favorable relations of prices of dairy products to the prices of other farm products will not be restored this year. Domestic prices of dairy production have declined nearly to the world level and foreign markets do not afford an advantageous outlet for American dairy products.

Some improvement in the price trend of eggs may be expected during the last half of 1931. Poultry prices for the first half of 1931 are expected to be somewhat above those of the same period a year ago.

Increased supplies of potatoes in prospecting the 1931 crop year will more than

offset any improvement in demand. A large increase in sweet potato production is expected.

Cabbage growers in the late states will receive lower prices than in 1930 unless acreage is reduced. Lettuce growers must guard against over expansion in production. Late onions should be reduced and the maintenance of the 1930 acreage of tomatoes for canning and manufacture this season may result in excessive supplies.

Market prospects for apples justify the maintenance of the present number of trees in commercial orchards, and possibly some increase. Although the trend of orange production is upward, the increase now in prospect does not appear excessive. Grapefruit production is increasing in all regions and promises to lead to serious over production unless consumption should be increased much more than is expected. In most peach producing areas outside California the prospective changes in bearing acreage are moderate. Commercial strawberry acreage for harvest in 1931 promises to be considerably smaller than in 1930. Grape growers face difficult marketing conditions for the next several years.

The general market outlook for tobacco is less favorable than it was a year ago. Domestic demand has weakened and the foreign demand is only fair.

## STATUS OF LEGISLATION ON PREDATORY ANIMAL PROGRAM

**H.** R. No. 9599, Congressman Leavitt's bill to "authorize the Secretary of Agriculture to carry out his ten-year cooperative program for the eradication, suppression, or bringing under control of predatory and other wild animals injurious to agriculture, horticulture, forestry, animal husbandry, wild game, and other interests, and for the suppression of rabies and tularemia in predatory or other wild animals, and for other purposes," was passed by the House of Representatives on February 2, with two amendments. Mr. Leavitt's bill as originally written called for appropriation of \$1,378,700 for the fiscal year 1931 and a similar amount for nine succeeding years from 1932 to 1940. As amended and passed by the House, the bill authorizes the appropriation of \$1,000,000 for the fiscal year 1932 and for nine succeeding years, 1933 to 1941.

The Biological Survey, in its proposed plan of spending the \$1,378,700 allocated \$725,100 to predatory animal control work each year and \$653,600 to rodent control. How the \$1,000,000, when or if it is made available, will be distributed is not stated.

The bill, of course, has yet to pass the Senate and after that it will still be

necessary to have the appropriation made.

Senator Norbeck's bill, S. 3483, the companion bill to H. R. 9599, was the subject of hearings by the Senate Committee on Agriculture the last week of January and an early favorable report on it is expected from the committee.

Wool growers' organizations have given these bills their endorsement and have been represented at the hearings on them and have furnished data for use of the committees considering them.

## ARMOUR HEAD DIES

**M**R. F. Edson White, president of Armour & Company, was killed by a fall from a bedroom window of his seventh floor apartment in Chicago on the evening of January 15. The night before the accident occurred, Mr. White had been a guest at the annual dinner of the Armour Plant Executives Club and in rising to address the club, pushed his chair too far and fell over backwards off the elevated platform of the speakers' table. After resting, Mr. White declared himself better and went home. He did not feel fit enough to go to the office on the following day. In the evening during a visit of Mr. Philip L. Reed, treasurer of the Armour Company, Mr. White, complaining of the heat of the apartment, had opened the French windows of his bedroom and was sitting on the seat in front of the windows, from where he fell to his death.

Mr. White had been with Armour & Company for thirty-five years. He began work with them as a car checker at \$18.00 a week. Six months later he became a clerk in the dressed beef department and in 1905, he became head of the sheep department. In 1912 he was elected to the board of directors; in 1914 he became vice president, and in 1923, president.

Vice President T. George Lee has been chosen by the board of directors to succeed Mr. White as president of Armour & Company. After the selection of Mr. Lee for this position, Mr. Philip D. Armour, who was also in line for the position, resigned as first vice president and member of the board of directors of the company, thereby closing the official connection of the Armour family with Armour & Company.



# The \$125,000 Budget Off to a Good Start

**A**RIZONA and New Mexico are unanimously and enthusiastically behind lamb advertising campaign. This following strong endorsement in California, Oregon, Washington, Montana, Idaho, Utah and Texas indicates that 1931 will inaugurate some very effective lamb advertising work. The full state quotas assigned by and agreed to at Colorado Springs National Convention have been pledged and there seems no question that Colorado, Wyoming and other states holding summer conventions will likewise pledge themselves to raise their full quota.

PRESIDENT HAGENBARTH.

**T**HE above is President Hagenbarth's summary of the prospects for raising the \$125,000 budget of the National Wool Growers Association for 1931 after his circuit of the state conventions held during January and the early part of February.

A brief report of the status of the program by states follows:

**I**DAHO, who officially endorsed the program at its convention January 10, has commenced to make remittances on its quota.

**U**TAH, who, while giving approval to the plan at its January meeting, felt rather dubious about actually making the collections, now reports that the local associations are taking hold of the work in excellent manner and "it really looks as if we're going to make it."

**M**ONTANA is making preliminary arrangements for an intensive collection campaign to be commenced sometime the early part of March.

**W**ASHINGTON is reported as having its full quota pledged.

**O**REGON, at a meeting of its executive committee, especially called for consideration of the lamb project on January 22, adopted a program for the collection of its quota, received pledges of assessments on over 40,000 sheep, and is now preparing to submit the plan to wool growers at local meetings in all sheep-raising sections of the state.

**C**ALIFORNIA also called a special directors' and members' meeting on the \$125,000 budget on January 24, at

which it was decided that California would "fall in line with the other states in the lamb advertising campaign." Following this decision the California Lamb Marketing Board was formed, county chairmen appointed, and district meetings are now being held so that all the sheepmen may be reached and given an opportunity to help.

**T**EXAS, with its very auspicious beginning last fall, is not slackening in its efforts and its quota for 1931 is now nearing completion.

**A**RIZONA and New Mexico have given the budget their approval, and there is every assurance that Wyoming and Colorado will also put the work over.

## THE YEAR'S RECORD

**T**HE final returns are in. The government reports that under inspection there were slaughtered last year 16,695,000 sheep and lambs or 2,662,000 more than in the previous year. Of this number 929,000 extra were slaughtered before May first, leaving the surplus for the last eight months of the year at 1,733,000 head. As these were mostly light lambs including a lot of feeders they did not dress over 37 pounds each, so they yielded 64,121,000 pounds more lamb meat than was available in the last eight months of 1929. As cold storage holdings were reduced last year it means that this slight increase in lamb all went into consumption. Of course this increase is insignificant, amounting to only one-half pound per capita and, outside of the

month of October, was never burdensome.

While American lamb prices were declining so rapidly, let us see what was going on abroad. It seems that Australia and New Zealand sent to Great Britain about two million more lamb carcasses last year than the year before. In spite of this fact, however, the price of frozen lamb ruled about one cent higher in London in 1930 than in 1929. As this is written, fresh lamb carcasses are selling in Chicago at about 17½ cents a pound and frozen lamb carcasses are selling in London at 17½ cents. One cannot understand all this. The crash in lamb prices this year cannot be explained—it will always be a mystery.

To 75 per cent of the American people lamb is a new product they have never used. It is the kind of product that

responds to promotion efforts and holds the gain it makes. If the National Wool Growers Association can raise its proposed budget, lamb prices can ultimately be placed on a fairer basis. Many profess to believe that lamb prices will right themselves, but let us not fail to note that the decline in wool will inevitably result in increased lamb production. Men will turn from wool when the fleece only yields a dollar beyond shearing costs.

To me these facts indicate that the time has come for the grower to take a hand in fixing lamb prices by increasing the demand. The National Wool Growers Association has a sound publicity campaign outlined. If sheepmen finance it as they ought to do, the lamb situation can be helped and in time cured.

Bliss, Idaho

S. W. McClure

## Armour and Company's Views on Lamb Profits

**I**N accordance with its usual policy of offering a full opportunity for expression of all views and opinions on matters affecting the interests of sheepmen, the Wool Grower prints some recent correspondence with Armour & Company in regard to the profits obtained by packers in the handling of lambs and the question of the existence of a surplus in the lamb supply at this time.

The letter from Armour & Company, as printed below, was addressed to the Editor as a comment upon statements appearing in an editorial in the November Wool Grower which said:

The reports of the Department of Agriculture show that during the month of August the average cost to packers of all good and choice lambs was \$9.40 per hundred, while during the same month the price received for lamb carcasses of similar grade sold at eastern markets was \$21.66 per hundred. These figures indicate more than a satisfactory profit to packers handling western lambs and increase the perplexity of the grower as to why, under such conditions, there should not be more active competition among buyers at the markets.

That the trade is not on a surplus basis after the lambs have passed through the stock yards is shown by the strength of the demand for the dressed product. The very large slaughtering of the last two months have gone directly into consumption with very comfortable, and apparently large profits to the packer interests. It does not seem right or logical that the live prices should continue on the basis of a surplus of supply when that condition no longer exists.

In commenting upon the above, Armour and Company wrote under date of December 6 as follows:

I have just been reading in the November issue of the National Wool Grower your editorial comment on lamb surplus and packers' margin. I should like to submit some additional figures which I feel sure will modify your conclusions and which I think are of sufficient interest to warrant you in presenting them to your readers.

It seems a certainty that the year 1930 will see a new record established in the matter of lamb consumption. Receipts at the principal markets of 11 months were well beyond the corresponding figures for any previous year. Nevertheless the lambs have been moving into consumption and the principal question that you raise is whether or not the growers have received prices which are fair in relation to the prices obtained by the packers for the finished product. There are other phases of the situation which I will touch on later but first I want to submit some figures bearing on the relationship between wholesale prices and live lamb prices.

You credit the Department of Agriculture with reporting that during the month of August, the packers paid \$9.40 per hundred-

weight, on an average, for good and choice lambs, and that during the same month the price received at eastern markets for the lamb carcasses of similar grades was \$21.66 per hundredweight. You interpret these figures as indicating "more than satisfactory profit to packers."

I am sure you didn't subtract the \$9.40 from the \$21.66 and regard the difference as profit, but it is barely possible that some of your readers would do that and that they would conclude that the packer's margin is \$12.26, whereas, in truth it is less than 50 cents or one twenty-fifth as much. Please let us point out for the benefit of your readers the size of the margin which you think is too large. Here is the way to find it:

Each lamb comprises a carcass, a pelt, certain other by-products and a portion which is absolute waste. At current market prices the pelt of an 80-pound lamb is worth (before processing) 68 cents; the other by-products fluctuate in value (again, before processing) between 25 cents and 28 cents per head. These by-products, other than the pelt, do not at the present time quite offset the killing costs, but to make our computation easy, let's assume that they do. On the basis of \$9.40 per hundredweight an 80-pound lamb costs the packer \$7.52. Deducting the value of the pelt from the total cost of the lamb leaves \$6.84 as the cost of the lamb before it is dressed. Lambs of this weight yield approximately 48 per cent—that is, the dressed lamb carcass will weigh 48 per cent of the live weight. An 80-pound lamb, therefore, means a 38-pound lamb carcass which costs the packer \$6.84 or 18 cents a pound hanging on the hook in the cooler. It costs approximately .6 cents a pound to handle the lamb carcass through the cooler and up to the point of shipment and it costs two cents a pound to ship the lamb to eastern markets and to sell it there and so the laid down cost in New York, for example, is 20.6 cents a pound. If the selling price is \$21.66 per hundredweight, as reported in your editorial, then it spells a margin of \$1.06 per hundredweight.

Some might regard a margin of one cent a pound as being small. No retail meat dealer, for instance, could exist on such a margin. Others might regard it as large. We would fall in this latter class for we can't average to make margins of that size and, in fact, there are very few weeks in the course of a year when we even approach such a margin.

Our actual margins on lambs in the last six months have ranged from a profit of a dollar a hundredweight to a loss of a dollar a hundredweight, and the average has been less than 50 cents a hundred pounds. If you regard an average profit of less than 50 cents per hundredweight, or less than half a cent a pound, as being "more than satisfactory profit to packers," then your editorial viewpoint would be justified, but otherwise your viewpoint is not justifiable.

Your editorial looks askance at figures indicating that live lamb prices sometimes decline in the same week when dressed lamb prices rise. You point out that for the week ending October 25th, Chicago prices for good lambs declined 60 cents per hundredweight while carcass prices advanced two cents per pound. I want to point out to you that the carcasses from the lambs purchased the week of October 25th, were not sold that same week; they were sold the following week and the mar-

ket on dressed lamb carcasses the following week was commensurate with the reduced live prices.

As I write, I have before me the weekly figures for the past four months and they show that only on five occasions did the live lamb prices and dressed lamb prices fail to move in the same direction. On three of those five occasions live lamb prices advanced during a week when dressed lamb prices declined, while on two occasions the live lamb prices declined while the dressed lamb prices were advancing. I do not know what the figures for an entire year would show, but my guess is that there are as many weeks in the year when live prices advance in the face of declining dressed lamb prices as there are when the reverse is true.

I cannot see, then, how one can draw any conclusion from this situation which would be of any value in a discussion of the reasonableness of live values as compared to dressed values. For such a discussion it would be much more helpful to compare the live prices of any week with the dressed prices of the following week, for only in that way can we learn definitely how much the packer obtains for what he buys. These same weekly figures to which I have already referred, show that during the last four months there were six occasions when the trend of the dressed lamb market was in the opposite direction from the trend of the live lamb market of the preceding week. On two of these six occasions the packer sold on a rising market, dressed carcasses from lambs which he had bought the previous week on a falling market, and on four occasions out of the six, the packer sold on a falling market, carcasses from lambs which he had bought the previous week on a rising market.

There is one other phase of your editorial which warrants discussion. You conclude that because the American public has increased its lamb consumption for ten successive months that you are now justified in regarding the new per capita consumption figure as being normal. In that way you dispose of what the trade regards as the greatest surplus of lambs that we have ever had. Naturally, it is to the interest of the packer to increase the per capita consumption of lamb, provided it can be done without decreasing the per capita consumption of other meats. It seems to me that it is a bit too early to conclude that the American public has permanently increased its demand for lamb to the extent of nearly 20 per cent over the figures which have prevailed for a generation. Ten months is hardly a period of time long enough to prove such a contention.

It seems to me that the packing industry might be pardoned for claiming a bit of credit for having stimulated lamb consumption so that a 20 per cent surplus could be moved into consumption at relatively satisfactory prices in the face of the cheapest pork and the cheapest poultry and the cheapest competing food products generally that the public has had opportunity to get in a decade or more.

Your editorial does not impress me as having been written in a critical vein, but it does seem to me that it is susceptible of misinterpretation, and that it might lead your readers to believe that demand for lamb has magically increased 20 per cent during a year of widespread depression, and that packers are profiting unduly in the handling of your product; whereas, in truth, "consumptive demand for lamb has been stimulated only by heroic efforts in selling. Armour & Company, for example, has let no week pass without impressing on salesmen the need for moving



lamb; on two occasions in six months we have written special letters to some 70,000 retail dealers urging them to push lamb; we have printed hundreds of thousands of window posters calling attention to the reasonableness of lamb prices and we have distributed these, gratis, among the dealers. Lastly, we have utilized a nationwide radio chain to stimulate the demand for lamb.

Tremendous efforts have been made to keep lambs moving into consumption rather than to glut the market and become unsalable and packers' margins—when they exist at all—are modest and exceedingly reasonable in relation to the service rendered.

Our reply to this letter appears below:

I regret that it has been impossible for me to make earlier acknowledgment of and reply to, your letter of December 6.

Any discussion of statements appearing in the Wool Grower, or otherwise of interest to members of the National Wool Growers Association is always very welcome. It will always be our editorial policy to give the industry the most complete facts obtainable.

We shall be very glad indeed to print your letter in an early number of the Wool Grower.

I think that the points you raise can practically be considered under two main heads, namely, (1) amount of profit accruing to the packers from handling lambs in 1930, and (2) whether or not a surplus of lambs exists at the present time.

Before discussing these points, however, I feel it necessary to refer to one point mentioned at the foot of the first page of your letter upon which you seem to have a wrong idea. In fact, I think you seriously underestimate the intelligence and information of the readers of the Wool Grower. The editorial which you criticize stated distinctly that the figure of \$21.66 was for lamb carcasses. I think you need have no fear that any of our readers will fail to appreciate and consider that there is a material difference between the weights of live and dressed lambs.

#### Packers' Profits

You offer the information that on the average the profit of the packers on lambs handled this summer has been 50 cents per hundredweight. Then you say that if I regard such an average profit as being satisfactory to the packers, my editorial viewpoint is justified. According to your own premise, the statement in the editorial is justified because I do regard such a rate of profit as satisfactory. A profit of 50 cents on an amount of \$7.52, or 7 per cent, invested for probably ten days or two weeks, and capable of being turned over very many times during the year, must, it seems to me, be considered very satisfactory, especially in such difficult times as we have had in 1930 when the producers of lambs have invariably had heavy losses.

Of course, I am not in a position to raise any question as to the accuracy of the figures presented in the first part of your letter, in which you show a packers' profit of \$1.06 per hundredweight on dressed lambs on the basis of the live and dressed prices quoted in the editorial under discussion. First you start with having credited an 80-pound lamb with a pelt value of 68 cents. I assume this is the price at which the lamb department is credited with the pelt and the wool department charged with it. It is fair to assume that on the average there is some profit in the operation of the wool and skin department, which I would say properly is to be credited to the investment in the original live lamb.

Your charge of .6 cents for handling lamb carcasses through the cooler does not seem to

me to be in accordance with your previous suggestion that the value of the by-products, other than the pelt, can practically be considered as offsetting killing costs.

Then, too, I notice that in arriving at a profit of \$1.06 per hundredweight, you make a charge of two cents per pound for handling lamb carcasses after they leave the cooler. With the actual freight charge being considerably less than \$1.00 per hundred on fresh, dressed meat from Chicago to New York, it would seem to a layman that your additional charges are rather excessive.

I still feel quite justified in expressing the idea that on the basis of the figures you present, the packers must be considered as making a very satisfactory profit.

#### Is There a Surplus of Lambs at the Present Time?

My statement as to the passing of the lamb surplus was printed in November. The federal-inspected slaughter for that month was materially below that of October and, with one exception, the smallest of any month since March.

In the month of March the total federal-inspected slaughter of lambs in the United States, which I think you will regard as a fair measure of the trend, was 35 per cent above that of the corresponding month in the previous year. In subsequent months the slaughter has never been less than 9.6 per cent above that of the corresponding month in 1929. From March until October the slaughter increased steadily with the exception of the month of June.

Considering that the present volume of lamb supplies has been in effect for ten months, that the supply has gone into consumption without any exports or material increase in stocks of lamb in cold storage, and further that the packers have handled this volume at a satisfactory profit, I still feel quite justified in saying that under the present situation, it should not be said that the lamb trade is laboring under a surplus.

Even in the face of low prices for other meats, though with slightly decreased supplies of beef and pork, this largely increased volume, of lamb has gone into consumption with, as you say, good profits to the packers. Of course, you have the right to, and probably will, differ with me as to the propriety of using the word 'surplus' under recent conditions, but from my way of thinking it no longer has a proper place in the discussion of the lamb trade.

I hope the above labored discussion will serve to make you somewhat clearer as to the bases of my conclusions, though it is probably too much to hope that you will yet agree that the statements in my editorial were correct.

I do not fail to give proper consideration to the existence of the world-wide economic depression this year and the greatly decreased buying power of the American meat-eating public. Neither do I overlook the fact that the beginning of this period of larger lamb slaughter, the distributive trade did have a serious surplus problem on its hands and has done unusually fine service in finding an outlet for all of it. During this time the producers of lambs have, as you know, been losing very heavily and are not unnaturally rather critical when they are told that the processors of their product have been earning good dividends, although, of course, the American wool grower is not so unfair as to assume that everybody should lose money when he is doing so. The most difficult point at present is to explain why it is, that, under supposed conditions of free, active and unrestrained competition among the buying interests for

obtaining live lambs in the public markets, and with fair rates of return on the operations of the buying interests, prices should continue at such low levels when supplies have begun to grow less in amount and the product is still going freely into consumption.

#### THE SCHEDULE OF LAMB CUTTING DEMONSTRATIONS FOR THE FIRST FOUR MONTHS OF 1931

|                        |                     |
|------------------------|---------------------|
| Rockford, Ill.....     | January 5           |
| Aurora, Ill.....       | January 6-7         |
| Joliet, Ill.....       | January 8-9         |
| Champaign-Urbana.....  | January 12-13-14    |
| Indianapolis, Ind..... | January 15-16-17    |
| Evansville, Ind.....   | January 19-20-21    |
| Ann Arbor, Mich.....   | January 22-23       |
| Lexington, Ky.....     | January 24-26-27-28 |
| Blacksburg, Va. ...    |                     |

#### (Lining Up State Programs)

|                        |                |
|------------------------|----------------|
| Fort Smith, Ark.....   | January 30-31  |
| Muskogee, Okla.....    | February 2-3   |
| Albuquerque, N. M..... | February 4-5-6 |

#### (Annual Wool Growers' Meeting)

|                       |                   |
|-----------------------|-------------------|
| El Paso, Tex.....     | February 16-17-18 |
| San Antonio, Tex..... | February 19-20-21 |
| Austin, Tex.....      | February 23-24-25 |
| Houston, Tex.....     | February 26-27-28 |

#### (Texas A. & M. College Assisting)

|                        |                |
|------------------------|----------------|
| Memphis, Tenn.....     | March 2-3-4-5  |
| Covington, Ky.....     | March 6-7-9-10 |
| Winchester, Ky.....    | March 11       |
| Lexington, Ky.....     | March 12-13-14 |
| Frankfort, Ky.....     | March 16       |
| Owensboro, Ky.....     | March 17-18    |
| Paducah, Ky.....       | March 19-20    |
| Hopkinsville, Ky.....  | March 23       |
| Bowling Green, Ky..... | March 24-25    |

#### (University of Kentucky Assisting)

|                     |                  |
|---------------------|------------------|
| Danville, Va.....   | March 30         |
| Roanoke, Va.....    | March 31-April 1 |
| Lynchburg, Va.....  | April 2-3        |
| Norfolk, Va.....    | April 4-6-7      |
| Portsmouth, Va..... | April 8          |
| Petersburg, Va..... | April 9-10       |
| Richmond, Va.....   | April 11-13-14   |
| Alexandria, Va..... | April 15-16      |

#### (Virginia Polytechnic Institute Assisting)

|                        |                |
|------------------------|----------------|
| Stanford, Conn.....    | April 20-21    |
| Norwalk, Conn.....     | April 22       |
| Bridgeport, Conn.....  | April 23-24    |
| New Haven, Conn.....   | April 25-27    |
| Waterbury, Conn.....   | April 28-29    |
| Hartford, Conn.....    | April 30-May 1 |
| New Britain, Conn..... | May 2-4        |
| Meriden, Conn.....     | May 5-6        |
| New London, Conn.....  | May 7-8        |

#### (Connecticut Agricultural College Assisting)

### SHEEP AND LAMBS ON FEED JANUARY 1, 1931

THE number of sheep and lambs on feed for market in the principal feeding states on January 1, 1931, was about 13 per cent, equivalent to 775,000 head, smaller than on January 1, 1930, according to the estimate of the Department of Agriculture. The number this year, while below that of a year ago, was larger than for any other recent year. The number estimated on feed January 1, this year was 5,109,000 head compared to the revised estimates of 3,886,000 head January 1, 1930 and 4,822,000 January 1, 1929. The average number for the five years, 1926 to 1930, was 4,810,000.

The estimated number on feed this year was smaller than last in both the corn belt and western feeding area. The estimated total in the corn belt states, including western Nebraska, was 2,610,000 this year, 2,901,000 in 1930 and 2,543,000 in 1929. There were large decreases from last year in Ohio, Michigan and Nebraska, and smaller decreases in Indiana, Illinois, Iowa and Missouri. There were substantial increases in Wisconsin, Minnesota, South Dakota and Kansas. The number reported on feed in commercial feed lots in the corn belt states was considerably larger this year than last. The decrease in Nebraska was due to large decreases in the Scottsbluff and lower Platte Valley sections. The number in the Scottsbluff area this year, including both the Nebraska and Wyoming sections, was 310,000 compared to 435,000 a year ago.

The estimated numbers on feed in the western states, including Texas and North Dakota, were 2,499,000 this year, 2,985,000 in 1930 and 2,279,000 in 1929. The decrease in this area was due to a decrease of about 565,000 head in Colorado. There were increases of about 40,000 head in both North Dakota and Idaho, but in the other states changes from last year were not large. The decrease in Colorado resulted from large decreases in northern Colorado and the Arkansas Valley, partly offset by increases in the rest of the state. The numbers on feed January 1 in northern Colorado were 945,000 this year and 1,490,000 last, in the Arkansas Valley 360,000 this year and 475,000 last, in the San Luis Valley 80,000 this year and 45,-

000 last, in the rest of the state 85,000 this year and 25,000 last.

In addition to the number of lambs actually on feed for market in this western group of states, there are relatively large numbers of ewe lambs on feed in some states that may be shipped to market if there is a substantial advance in lamb prices.

Shipments of feeding lambs into the eleven corn belt states, inspected through markets, for the last six months of 1930 were about 9 per cent smaller than for these months in 1929. Shipments into the states east of the Mississippi were nearly 26 per cent smaller and much the smallest in at least twelve years; into the states west of the river they were only 2 per cent smaller than last year, about the same as in 1928 and larger than for any of the years from 1921 to 1927. In addition to the decrease in western lambs on feed in the eastern corn belt there was also a sharp reduction in some states in the feeding of native lambs.

### LIVESTOCK NUMBERS

THE figures used in the tables below are taken from the report of Numbers and Values of Livestock on Farms which was issued by the Crop Reporting Board of the United States Department of Agriculture on January 26, 1931. The 1929 and 1930 figures are revised and those for January 1, 1931, estimated.

|                              | Per Cent of<br>Previous<br>Year | Total<br>Number |
|------------------------------|---------------------------------|-----------------|
| <b>Farm Animals</b>          |                                 |                 |
| <b>Horses and Colts</b>      |                                 |                 |
| Jan. 1, 1929.....            | 95.9                            | 13,897,000      |
| Jan. 1, 1930.....            | 96.2                            | 13,364,000      |
| Jan. 1, 1931.....            | 95.8                            | 12,803,000      |
| <b>Mules and Mule Colts</b>  |                                 |                 |
| Jan. 1, 1929.....            | 97.9                            | 5,389,000       |
| Jan. 1, 1930.....            | 98.0                            | 5,279,000       |
| Jan. 1, 1931.....            | 97.2                            | 5,131,000       |
| <b>All Cattle and Calves</b> |                                 |                 |
| Jan. 1, 1929.....            | 101.3                           | 56,389,000      |
| Jan. 1, 1930.....            | 102.8                           | 57,978,000      |
| Jan. 1, 1931.....            | 101.7                           | 58,955,000      |
| <b>Cows and Heifers (1)</b>  |                                 |                 |
| Jan. 1, 1929.....            | 100.1                           | 21,849,000      |
| Jan. 1, 1930.....            | 102.7                           | 22,443,000      |
| Jan. 1, 1931.....            | 102.4                           | 22,975,000      |
| <b>Heifers (2)</b>           |                                 |                 |
| Jan. 1, 1929.....            | 105.5                           | 4,416,000       |
| Jan. 1, 1930.....            | 105.9                           | 4,675,000       |
| Jan. 1, 1931.....            | 100.3                           | 4,688,000       |
| <b>Sheep and Lambs (3)</b>   |                                 |                 |
| Jan. 1, 1929.....            | 106.5                           | 47,704,000      |
| Jan. 1, 1930.....            | 105.9                           | 50,503,000      |
| Jan. 1, 1931.....            | 102.8                           | 51,911,000      |
| <b>Swine Including Pigs</b>  |                                 |                 |
| Jan. 1, 1929.....            | 94.7                            | 57,410,000      |
| Jan. 1, 1930.....            | 92.7                            | 53,238,000      |
| Jan. 1, 1931.....            | 98.3                            | 52,323,000      |

(1) Two years old and over, kept for milk.  
(2) One to two years old, kept for milk cows

(3) Including sheep and lambs in feed lots on feed for market.

In commenting on the data furnished above, the Crop Reporting Board states:

The number of hogs, horses and mules on farms decreased during 1930 and the numbers of cattle and sheep increased according to the estimate of the Department of Agriculture showing the number of each species on farms January 1, 1931 and revised figures for January 1, 1930 and 1929. The number of milk cows and yearling heifers kept for milk cows also increased but there was a decrease in heifer calves being saved for milk cows.

When the numbers of all livestock are combined into units which allow for differences in size and feed requirements among the several species the total number of animal units on January 1, 1931 was practically the same as on January 1, 1930 and but little different from the numbers of January 1, 1929 and 1928.

The number of sheep and lambs by states or groups of states is reported as follows:

| State                           | 1930<br>(Revised) | % of<br>1930 | Total<br>Number   |
|---------------------------------|-------------------|--------------|-------------------|
| Ohio .....                      | 2,105,000         | 96           | 2,021,000         |
| Indiana .....                   | 769,000           | 104          | 800,000           |
| Illinois .....                  | 693,000           | 98           | 678,000           |
| Michigan .....                  | 1,352,000         | 93           | 1,257,000         |
| Wisconsin .....                 | 493,000           | 110          | 542,000           |
| Minnesota .....                 | 865,000           | 115          | 995,000           |
| Iowa .....                      | 1,131,000         | 98           | 1,109,000         |
| Missouri .....                  | 1,146,000         | 97           | 1,116,000         |
| North Dakota .....              | 720,000           | 113          | 814,000           |
| South Dakota .....              | 1,139,000         | 108          | 1,230,000         |
| Nebraska .....                  | 1,208,000         | 80           | 966,000           |
| Kansas .....                    | 659,000           | 112          | 741,000           |
| <b>Total 12 States.....</b>     | <b>12,280,000</b> | <b>99.9</b>  | <b>12,269,000</b> |
| Kentucky .....                  | 996,000           | 94           | 936,000           |
| Tennessee .....                 | 366,000           | 105          | 384,000           |
| Alabama .....                   | 68,000            | 94           | 64,000            |
| Mississippi .....               | 34,000            | 100          | 34,000            |
| Arkansas .....                  | 50,000            | 104          | 52,000            |
| Louisiana .....                 | 115,000           | 103          | 118,000           |
| Oklahoma .....                  | 167,000           | 110          | 184,000           |
| Texas .....                     | 5,550,000         | 109          | 6,050,000         |
| <b>Total 8 States.....</b>      | <b>7,346,000</b>  | <b>106.5</b> | <b>7,822,000</b>  |
| Montana .....                   | 4,200,000         | 103          | 4,326,000         |
| Idaho .....                     | 2,260,000         | 105          | 2,373,000         |
| Wyoming .....                   | 3,515,000         | 110          | 3,866,000         |
| Colorado .....                  | 3,495,000         | 87           | 3,047,000         |
| New Mexico .....                | 2,527,000         | 110          | 2,780,000         |
| Arizona .....                   | 1,189,000         | 106          | 1,261,000         |
| Utah .....                      | 2,813,000         | 104          | 2,926,000         |
| Nevada .....                    | 1,088,000         | 108          | 1,175,000         |
| Washington .....                | 657,000           | 104          | 683,000           |
| Oregon .....                    | 2,576,000         | 106          | 2,731,000         |
| California .....                | 4,038,000         | 102          | 4,119,000         |
| <b>Total 11 States.....</b>     | <b>28,358,000</b> | <b>103.3</b> | <b>29,287,000</b> |
| <b>Total 9 North (1)</b>        |                   |              |                   |
| Atlantic States.....            | 1,099,000         | 98.7         | 1,085,000         |
| <b>Total 8 South (2)</b>        |                   |              |                   |
| Atlantic States .....           | 1,420,000         | 102          | 1,448,000         |
| <b>Total United States.....</b> | <b>50,503,000</b> | <b>102.8</b> | <b>51,911,000</b> |

(1) Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania.  
(2) Delaware, Maryland, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida.



# The Wool Market at the Opening of February

A Statement Issued by the National Wool Marketing Corporation

JANUARY saw a somewhat better wool-  
en and worsted mills business, which  
reflected a distinctly better volume in  
wool sales. The National Wool Market-  
ing Corporation received its share of the  
business generated during January and  
the prices obtained were evidence of the  
soundness of the stabilization policy of  
the Corporation. The disparity in for-  
eign exchange rates still rules, however,  
as the most discomfiting aspect of the  
entire wool situation. If this matter  
could be handled effectively it would take  
a big load off the mind of the wool trade  
and would release much more optimism.

Since the opening of the London sales,  
Tuesday, January 20, there has been a  
general advance of five to ten per cent  
in prices on all grades of fine wool,  
which is being duly maintained with  
hardening tendency noticeable in Aus-  
tralian and primary markets. But for  
the foreign exchange situation the Cor-  
poration would be able to do much more  
in reflecting foreign market improve-  
ments to the benefit of the domestic  
producer.

There is a general tendency through-  
out the business and financial centers to  
be optimistic over the immediate future.  
Cheerful news has considerably out-  
weighed bearish comments during the  
past few weeks. Considerable signifi-  
cance is given to statements issued during  
the month by George F. Baker, veteran  
financier, and Owen D. Young, head of  
General Electric. Both of these men are  
outstanding business leaders and their  
statements are taken far more seriously  
than the average prophecy. The feeling  
of these gentlemen is that the bottom of  
the depression has passed and that the  
upgrade march has been started. The  
character of news the last two weeks of  
January substantiated these views.

As far as the wool situation is con-  
cerned some optimism is justified on the  
basis of announcements of spring and  
summer styles in women's wear. The  
spring and summer of 1931 will see a

continued strong trend toward woollens  
and worsteds in women's wear. Knit  
goods feature prominently in style show-  
ings. This trend toward woollens is due  
in no small degree to the energetic pro-  
gram of manufacturers to perfect fabrics  
capable of competing with the light-  
weights developed in the rayon and silk  
field, which have been the chief competi-  
tors of wool. Woolen mills have been  
able to offer fine five and six ounce  
fabrics with an occasional four ounce  
one. These are being generally featured  
in spring and summer style announce-  
ments. Eastern department stores appear  
to be impressed with the character and  
possibilities of these new wool fabrics for  
women and are featuring them extensiv-  
ely in their advertising matter.

Several manufacturers have announced  
new blanket lines, a branch of the in-  
dustry which has enjoyed a reasonably  
good year. This development is in line  
with the policy of woolen mills to develop  
as many new lines of appeal to offer the  
consuming public.

There would be considerably more  
optimism emanating from wool trade  
circles but for the foreign exchange situ-  
ation, which many regard in the nature  
of a crisis calling for immediate action.  
South American exchange has been off  
for some time but Australia took a seri-  
ous drop about the middle of January.  
The fall in the foreign exchange has been  
sufficient to take up the slack and nul-  
lify the advance on a world's market in  
terms of prices on a landed in Boston  
basis. In view of the existing situations  
it becomes quite evident that the steps  
taken by the National Wool Marketing  
Corporation to reduce as much as pos-  
sible importations of foreign wools and  
assure the domestic market to the do-  
mestic producer was an extremely oppor-  
tune and valuable one.

Officials of the National Wool Market-  
ing Corporation believe however, that  
the situation is such that it will be able  
to reflect to the benefit of the American

wool grower with reasonable speed any  
improvements in the world situation or  
in general business in this country.

Throughout all wool-growing districts  
1931 wool is being signed by the cooper-  
ative units at a rapid rate. Up to Jan-  
uary 27, the National Wool Marketing  
Corporation had made pre-shearing ad-  
vances on approximately 27,750,000  
pounds of wool and 278,000 pounds of  
mohair from the coming clip pledged  
under pre-shearing advances. In addi-  
tion to this volume there is a large  
amount already assured the cooperative  
from the 1930 membership. Withdraw-  
als from the 1930 membership were com-  
paratively small, hence the Corporation  
has, in addition to the 27,000,000 pounds,  
signed a large volume from growers who  
signed last year with the idea of staying  
with the cooperative marketing program  
until it had been given a trial of at least  
several years. It is conservatively esti-  
mated that on the last of January the  
cooperative volume totaled upwards of  
60,000,000 pounds of wool and 7,000,000  
pounds of mohair.

In a statement issued to growers in  
January the National Wool Marketing  
Corporation said: "Wool growers should  
not forget that 1930, the year during  
which the cooperative made its valuable  
contributions to the wool growing indus-  
try, constituted one of the worst econ-  
omic crises in the history of the country.  
Yet, in face of the troubles, wool prices  
were sustained more than those of any  
other basic commodity. The general  
opinion is that the bottom has been  
passed and that improvements are ahead.  
The only way the grower can share in  
these improvements is to join and stay  
with the cooperative plan—otherwise all  
of the benefits of improvements will go  
to the middlemen and speculators. The  
growers' selling agency deals directly with  
the mills and, therefore, will secure for  
the grower full benefit of improvements  
and will return to him all but actual  
cost of operation."



**D. SID SMITH**  
President of the Idaho Wool  
Growers Association



**GEORGE E. COLLARD**  
President of the Utah Wool  
Growers Association

New  
Officials  
of  
State Wool Growers  
Association



**JAMES FARMER**  
Vice President of the Idaho Wool  
Growers Association



**E. O. SELWAY**  
President of the Montana Wool  
Growers Association



**R. E. SELLERS**  
President of the Colorado Wool  
Growers Association

# Annual Meetings of State Organizations

Reports of Conventions Held in Utah, Montana, Washington, and Nevada

## The Utah Wool Growers Association

CONVENTIONS of the Utah Wool Growers Association always prove to be very enjoyable and instructive affairs. The twenty-fourth annual, held in Salt Lake City on January 13th and 14th, was no exception to this rule. A contributing factor to the success this year was the work of the Ladies Auxiliary. They arranged for the many, very excellent musical numbers of the convention program and also had full charge of the banquet which went off so well on the evening of the thirteenth. This, of course, was in addition to their own regular business meetings held during the convention and reported more in detail at the close of this report.

The first session of the Utah meetings was called to order by President H. W. Harvey. After musical selections and the invocation, President Harvey commented briefly on the important spots in sheep history during the past year, after which Mr. G. H. Lund, assistant United States district attorney, discussed public watering places for stock with particular reference to a suit now pending in the federal court as to whether any state has control of such watering places on the public domain.

Lamb advertising and marketing received the convention's attention at the afternoon meeting of the first day. President Hagenbarth of the National, and Messrs. E. S. Mayer and Erle Racey of Texas presented the plan adopted at the Colorado Springs convention on December 12, for the raising of a \$125,000 budget for the National which would include \$100,000 to be expended in enlargement of the outlet for lamb. The Utah sheepmen were strongly in favor of putting the project over and pledged their support in the collection of Utah's share of the budget.

Mr. C. N. Arnett was also a speaker at the afternoon session. As president of the Intermountain Livestock Marketing Association, which is affiliated with the National Livestock Marketing Associa-

tion, he explained the machinery that had been set up for the marketing of the lamb crop in a cooperative way.

The morning of the second convention day was devoted to wool marketing affairs, and Mr. J. B. Wilson, secretary of the National Wool Marketing Corporation, and Mr. L. U. Edgheill, vice president of Draper & Company, selling agents for the Corporation, were the principal speakers. They brought out the salient features of the wool market during the past year and talked of what they hoped to do to ameliorate conditions.

Secretary F. R. Marshall of the National was the closing speaker of the convention. He summarized the National convention at Colorado Springs and discussed the wool growers' program for 1931.

The business session which followed Secretary Marshall's talk was given over to reports of committees and action thereon and the election of officers. Mr. George T. Collard of Provo was chosen as president of the organization, with W. D. Candland as vice president, and J. A. Hooper, secretary-treasurer.

### Policies Outlined

Utah sheepmen stated their position on the public domain question as follows:

We view with alarm the constant depletion of our winter ranges through unwise methods of grazing and we favor federal control of the same to the end that they may be preserved for the use of future generations and not be destroyed by careless, unwise, and selfish practices.

Inasmuch as the sheep industry is interstate we consider it unwise to permit the administration of these lands by the state governments, or to permit states to elect whether or not they shall take over the areas of the public domain within their respective borders.

We also recommend that until the presentation of the report of the Public Lands Commission there be no further withdrawals of land from the public domain for any purpose whatever.

The association also voted to appeal for suspension of a certain part of the grazing fees during the period of depression. The resolution on this matter reads:

Be It Resolved that we appeal to the

President of the United States for a complete suspension of all that part of the fees for grazing on the national forests going to the national government during this period of depression; and that only such amounts as are apportioned to the states and counties for school and road purposes be collected from the permittees.

A very strong protest was registered against the article published in the January number of "Outdoor Life," entitled "Mutton or Game?" and an official contradiction and denial of the statements contained in it was suggested.

A statement was also made by the Utah Association in reply to the contention that the grazing of sheep had caused the serious floods in certain sections of the state last summer.

Continued faith in the National Wool Marketing Corporation was expressed; also gratitude for the existing tariff laws.

A maximum price of ten cents per head and board was recommended for shearing this year.

Truth-in-fabric legislation was favored; the ten-year program for predatory animal control endorsed; the State Board of Agriculture was commended for its efforts to remove from the highways of the state the burrs which destroy to a large extent the value of the wool; and relief was asked for from the unsafe conditions that have arisen through automobile traffic on highways used in trailing sheep.

### The Meeting of the Ladies Auxiliary

The Ladies Auxiliary to the Utah Wool Growers Association is a very energetic and thriving organization. Their work in connection with the state convention has been previously mentioned. Their business meeting on the afternoon of January 14 was also further evidence of an earnest wish to carry out the object of their organization, which is to "forward the sheep industry and for educational and social purposes." Over a hundred women were in attendance as representatives of the seven local chapters which make up the state auxiliary. Mrs. E. J. Kearnes, president of the state body, presided. In her opening talk, she outlined a twofold program: (1) the development of greater



knowledge and use of wool among the members of the auxiliaries and (2) increasing the use of lamb. Lectures on wool at social luncheons of the clubs, the wearing of wool dresses by sheepmen's wives, and other work with wool were suggested as means of putting the first part of the program over. Building up the idea of Saturday as lamb day, using lamb at social affairs, and suggesting it to friends were outlined as some of the ways in which the women could assist in increasing the use of lamb.

A very excellent display of woollen articles was arranged in the meeting room to give those present an idea of some of the ways wool is now being used in the home in a decorative as well as useful manner.

Brief reports were given of the work of the local chapters of the state organization. Mrs. Lucinda P. Jensen represented Box-E'der, Rich and Cache counties; Mrs. Peter Clegg spoke for the Tooele club; Mrs. Thos. Coddington gave a report of the work of the auxiliary at American Fork; and Mrs. Grover Rich outlined the activities of the Salt Lake group. A most instructive talk on wool was given by Mrs. Lutie H. Fryer of the textile section of the Home Economics Department of the University of Utah. She explained the difference between the three general classes of wools—clothing, combing and carpet—in terms of the articles made from them. Examples of the work being done in classes at the University on hand looms, in Egyptian card weaving, and on Colonial card looms indicated what very useful and attractive pieces might be made from wool.

In order that the visiting members of the organization might enjoy a visit to the Utah Woolen Mills, an early adjournment was taken. On Tuesday a very enjoyable luncheon was given by the Salt Lake Auxiliary for the visiting ladies. At that time Mr. A. C. Rees of Salt Lake City talked on organization work and Mr. John T. Caine III, of Chicago, discussed current events in the sheep world.

The officers of the Auxiliary to the Utah Wool Growers Association include Mrs. E. J. Kearnes as president; Mrs. Alice Kirk Steadman, vice president; Mrs. J. R. Eliaison, secretary, and Mrs. J. F. Livingstone, corresponding secretary.

## The Montana Wool Growers Association

SOME three hundred members of the Montana Wool Growers Association, representing all of the sheep raising sections of the state, assembled at Missoula, for their annual convention on January 16th and 17th. While not a record attendance, it gave plenty of evidence of a desire to handle the present problems of the industry in a constructive way. Montana sheepmen have, of course, suffered with others during the period of depression. An ameliorating factor for them, however—one that gave the convention a hopeful attitude—had been the fact that the winter has been a very mild one in Montana and what appeared to be a feed shortage last fall never developed; in fact, hay was being offered for sale in many parts of the state from \$2 to \$3 less per ton at the time of the convention than was paid last September.

The convention was marked by the retirement of Senator C. H. Williams as president. After twenty years of wise and loyal leadership, he asked to be released from the duties that the position involves and members of the Montana Association felt that they could not ask him to serve them longer. Senator E. O. Selway of Dillon, first vice president of the association and an active organization worker, was chosen to succeed Senator Williams. Mr. J. H. Carmichael, of Augusta, was named as first vice president, and Secretary Stebbins was continued in his position.

As in other state meetings, the new lamb program received complete endorsement and initial plans were laid for the collection of Montana's share (\$16,000) of the \$125,000 budget for the National Association this year. Likewise the National Wool Marketing Corporation was given an expression of confidence and faith in its operations.

Probably the committee work as well as anything was illustrative of the businesslike atmosphere of the convention. Eight committees were appointed to meet on the afternoon prior to the opening of the regular meetings: Lamb marketing and consumption with C. N. Arnett, chairman; shearing and wages, Howard

Nye, chairman; legislation, H. C. Gardiner, chairman; forestry and grazing and public domain, E. O. Selway, chairman; predatory animals and wild horses, Guy Stambaugh, chairman; wool marketing, A. T. Hibbard, chairman; taxation, George K. Reeder, chairman; and transportation and stock yards, J. E. Foster, chairman. An unusually large proportion of the membership of the committees arrived for these preliminary discussions and worked industriously during the afternoon and evening until adjournment was taken to enable them to attend the smoker arranged by the city of Missoula.

The first general session of the convention was opened at ten o'clock on the morning of the 16th by President Williams. Presentation of association affairs followed the preliminary program. The addresses of President Williams and Chairman Hibbard of the executive committee, and the report of Secretary Stebbins gave the convention a very clear understanding of the condition of the state organization and its future plans.

The Friday afternoon session was devoted almost entirely to different phases of lamb marketing and advertising. Mr. C. N. Arnett, president of the Intermountain Livestock Marketing Association, led the discussion by giving a report of the activities of that body. President Hagenbarth of the National and Messrs. E. S. Mayer and Erle Racey of Texas followed with an explanation of the proposed enlargement of the lamb program of the National Association and suggestions of methods that might be used in making the collections for this project. Mr. Lewis Penwell of Helena presented, in a well prepared talk, the ways in which Montana sheepmen might help in creating a larger outlet for their product. Messrs. R. S. Matheson of Swift & Company, H. R. ~~Johnson~~ <sup>Johnson</sup>, vice president of the Institute of American Meat Packers, Edward Wilson of Wilson & Company, and Walter Netsch of Armour & Company, gave the packers' views of how marketing conditions might be improved.

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style show conducted by Mr. J. W. Boud of the Utah Woolen Mills, was an interesting feature of the program.

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A summary of the resolutions passed follows:

The railroads were asked to put more speed on the stock trains, giving better service at the rest and feed yards and to reduce the price of feed at those points.

Wyoming was complimented on its

constructive work in the truth-in-fabric legislation.

The work of the Veterinary Research Laboratory was complimented and encouraged to continue its general research work.

A feed and fertilizer law was recommended.

The lamb marketing program of the National Association was endorsed and Montana pledged to raise \$16,000.00 as her share of the National program.

Shearing price was set at 9 cents in District No. 1 consisting of Beaverhead and Madison counties and 10 cents in District No. 2, which includes the rest of the State of Montana, the grinding at one-half cent per head with board to be furnished to the shearers.

It was recommended that the public

domain be turned over to the State Land Department; continuation of establishment of stock driveways asked for; and the 640 Homestead Act was condemned.

House Bill No. 9599 was supported and request made of the present Montana Legislature to enact some kind of legislation that would more effectively control the wild horse problem, either in the form of a horse herd law or more drastic stallion law.

The taxation committee recommended a valuation of \$11.00 for purebred rams, \$7.50 for stock rams, \$4.00 for coming yearlings, \$5.00 for two's, three's and four's and \$2.00 for all others, for taxation purposes.

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President T. J. Drumheller presided at the sessions which opened in Yakima on January 19, and closed with the banquet on the evening of the 20th. The program was divided into discussions of four subjects: the lamb publicity program, the National Wool Marketing Corporation, marketing the lamb crop from the packers' viewpoint, and forest grazing affairs.

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market, commenting upon the ill effect of the present rates of foreign exchange.

Lamb marketing problems were discussed by John T. Caine III of the Union Stock Yard Company of Chicago, F. M. Simpson of Swift & Company, Walter Netsch of Armour & Company, Edward Wilson of Wilson & Company, and H. R. Davison of the Institute of American Meat Packers, all of Chicago, and O. M. Plummer, manager of the Pacific International Livestock Exposition.

Mr. E. N. Kavanagh, district forester, at Portland, Oregon, discussed with Washington sheepmen the reduction in the number of sheep to be grazed on the national forests within the state this year which had been made necessary on account of a deficiency in precipitation. The extent of the reduction, he said, would depend largely upon the amount of precipitation during the next three months.

A very encouraging report on health conditions among the flocks in Washington was given by Dr. Robert Prior of Olympia, and Dr. J. C. Exline of Olympia, federal supervising veterinarian, discussed shipping regulations.

The officers of the Washington Wool Growers Association were reelected. Mr. T. J. Drumheller of Walla Walla is president; W. A. McGuffie of Yakima, vice president, and J. F. Sears of Yakima, secretary-treasurer.

#### Resolutions

In addition to giving complete approval to the lamb program of the National Wool Growers Association, as previously mentioned, the Washington organization adopted resolutions which may be summarized as follows:

Opposition was expressed to experimenting any further with the bounty system and repeal of the state bounty law urged. The Leavitt bill, providing for ten-year program on predatory animal control work, received endorsement.

An amendment to the existing tax law of Washington was favored that will provide for the distribution of taxes paid on migratory livestock to the county in which they are pastured, based on the portion of the year such migratory livestock is within the county.

The creation of new national parks and additions to present parks was opposed; policy of the Forest Service endorsed.

The appointment of a committee of three was authorized to meet with other similar committees of the Washington State Grange, State Game Commission, Washington State Chamber of Commerce and the United States Forest Service to iron out difficulties arising

in connection with the grazing of stock on the forest reserves.

The association opposes the transfer of public lands from the federal government to the states or by sales or leases to individuals unless such disposition is based upon some agency in which the livestock men through the representative associations in each state shall have full representation in order that the interests of range users might be protected.

No agreement was reached between the shearing committee and the Sheep Shearers' Union, represented by its president, A. A. Evans, on rates for the coming season. The union favored a rate of 12½ cents a head. This was the rate agreed upon last year, but just prior to the commencement of shearing, the union raised their price to 15 cents a head. As Washington sheep are the first to be shorn in the Northwest, the rate paid in that state sets the price for the entire district, and this fact was called to the attention of sheepmen by President Drumheller. It seemed to be the general opinion among sheepmen that the rate for the 1931 shearing would not be over 10 cents.

The banquet that brought the convention to a close was the usual entertaining affair. It was impossible to accommodate all of those who wished to attend, but the 350 who made early reservations had a most enjoyable time.

#### The Auxiliary Meetings

About fifty members of the Ladies Auxiliary to the Washington Wool Growers Association were in session during the state convention. The first auxiliary to

a wool growers' association was formed in the State of Washington and it has been through the efforts of the Washington women that the auxiliary work has been started in several other states and that the Ladies Auxiliary to the National Wool Growers Association came into existence. The Yakima Auxiliary was hostess to the visiting members.

Their program consisted of reports by the local president, Mrs. James Morrow, Mrs. J. L. Jackson of Pomeroy, state president, and Mrs. Harlan Hill of Prosser, former president of the National Auxiliary.

A very fine display of articles made from wool had been arranged by Mrs. Morrow, Mrs. L. Warden and Mrs. S. O. Stewart, and received much attention from all of those at the meetings.

The members went on record as favoring the virgin wool bill, and cooperative wool marketing, sponsored by the Federal Farm Board. They also favored the "Saturday as lamb day" campaign and voted to join in persuading state institutions and schools to serve lamb once a week.

Officers of the state auxiliary serve two years and those now at the head of the Washington Association include Mrs. J. L. Jackson of Pomeroy as president; Mrs. James Morrow of Yakima, vice president; Mrs. W. A. Roberts of Yakima, secretary-treasurer; and Mrs. Ralph Jackson of Dayton, corresponding secretary.

### The Nevada Land and Livestock Association

**P**UBLIC domain and range matters occupied most of the attention and time of the Nevada cattle and sheep raisers at their twelfth annual convention, which took place at Reno on December 19 and 20. There were very few prepared addresses and those given were "confined to subjects of immediate concern to the business, principally from a local, or Nevada standpoint," according to a report of the meetings in the Nevada Stockgrower.

A rough draft of a proposed new state range law was presented by Secretary Vernon Metcalf of the Nevada Land and Livestock Association, for the consider-

ation of the stockmen who had come in from all parts of the state for the meetings. It was recorded as the opinion of the stockmen of Nevada that some such a law was necessary for the future welfare of the industry and that a properly drafted measure should be submitted to the state legislature. The body of Mr. Metcalf's bill follows:

Section 1. Hereafter it shall be unlawful for any person to move or cause livestock to be moved for the purpose of grazing or to graze livestock upon the unreserved and unappropriated public lands in the State of Nevada, other than in the established manner customarily followed by the owner of such livestock or his predecessor in interest, so as to interfere with the established and customary occupancy of such lands for the graz-



ing of livestock by any customary grazing occupant thereof or his successor in interest; Provided, that this section shall not apply to the work or milk stock of bona fide settlers for and necessary to their domestic as distinguished from commercial needs, or to such stock necessary for and used in connection with mining or similar lawful uses of the public lands.

Section 2. Any person violating the provisions of this Act shall be guilty of a misdemeanor and shall be punished by a fine of not to exceed \$500, or by imprisonment in the county jail not exceeding six months, or by both such fine and imprisonment.

The stockmen were also much interested in the report given by Mr. George W. Malone, the Nevada representative on the President's Public Domain Commission, and his interpretation of the proposed methods of handling the public domain as they might work out under Nevada conditions.

The industrial insurance plan of Nevada was outlined by Mr. D. J. Sullivan, chairman of the Nevada Industrial Commission, and the report of the committee handling this question, approved by the convention, urged stockmen and other employers of farm labor to acquaint themselves more thoroughly with this plan and avail themselves of the opportunity it affords for protection against loss through injuries received by men working for them.

Land bank policies on loans on agricultural and stockraising lands were presented and discussed by Messrs. E. H. Thomas, chief appraiser, and Walter C. Dean, treasurer, of the Federal Land Bank of Berkeley, California. Mr. Thomas explained why it was necessary for the bank to refuse to accept as security property whose value depended largely upon the use of publicly owned ranges. Before such security could be accepted, something definite in the way of "public range use rights," would have to be obtained by the stockmen, he said. Mr. Dean expressed the opinion that the Nevada stockmen were going about the solution of their range problem in the right way.

At the executive committee meeting, which followed the convention, Mr. E. R. Marvel of Battle Mountain was elected as president; W. F. Dressler of Gardnerville and R. B. Stewart, Elko, first and second vice presidents. Mr. Metcalf continues as secretary.

## Wool Production Costs in Australia and New Zealand

By A. C. Mills

Melbourne, December 15, 1930

**I**N times like these, when the selling value of a given article is in the doldrums, much is written and said regarding the cost of producing that commodity. Wool is at present receiving a good deal of publicity in that respect, and rightly so considering the important part it must always play in the finances of this country. I pass on some recently published figures for the information of American readers who may feel inclined to compare Australian costs with those of their country. I can only add that I sincerely hope they will find theirs work out on a more favorable basis.

Perhaps the most reliable analyses are contained in the last annual report of the Queensland Lands Administration Board. These apply to average size sheep runs in central Queensland, where practically all the country is held under lease from the Government. Costs are classified under the following heads and in the following order: (1) General expenses of running the property; (2) interest on overdraft; (3) shearing costs; (4) railway freights; (5) rent.

Item No. 1 is interpreted to include all working expenses other than shearing, carriage of wool, selling charges and rent, and it is shown that while running costs varied from 48 cents to 60 cents per sheep in 1915-16, they now range from 96 cents to \$1.20 a sheep.

On the subject of interest the report says: "The debts being carried by sheep properties in Queensland range from \$2.40 to \$12.00 per sheep on the stocking capacity of the country. For these debts graziers pay up to 7½ per cent, interest. We estimate that, in many grazing districts, the average mortgage debt on grazing farms approximates \$7.20 per sheep. The interest on such a debt amounts to 54 cents per sheep per annum, or not less than one-third of the value of the clip at present prices.

Shearing costs are put down at 24 cents a sheep, compared with 12 cents a matter of fifteen years ago. This includes shed labor, wool classing, etc.

Rail freights in Queensland, where the

bulk of the wool has to be hauled long distances to Brisbane, the only selling center in the state, are high. The charge from Longbeach, the main town in the central district and just over 800 miles from Brisbane, is about \$56.00 per ton. Therefore allowing 7 pounds of wool per sheep (including lambs) it will be seen that the wool freight works out at 16.72 cents a sheep.

The Lands Administration Board claims that rents in Queensland are comparatively low, the average for the whole state on government leaseholds being less than 14 cents per sheep, per annum. As previously mentioned most of the land is held under lease.

By adding the foregoing items we have a total cost of about \$1.75 per head, which on the basis of 7 pounds of wool per sheep, represents 25 cents a pound.

The available figures relating to New South Wales, the largest wool producing state in the Commonwealth, are not so detailed, but are none the less interesting. Mr. J. W. Allen, general secretary of the Grazier's Association, when giving sworn evidence before the Court of Conciliation and Arbitration last month, quoted estimates made by some prominent sheepmen. These put the cost of growing wool down at totals varying from \$1.68 to \$2.60 per sheep, without allowing anything for interest on capital, drought expenses, or income taxes. I am inclined to think that where the cost exceeds \$2.40 a head, management expenses must be unduly high, or the carrying capacity of the land exceptionally low. Had interest on capital been included as much as \$2.40 might have been understood, for with land bought when wool was averaging around 40 cents a pound the interest charge would be a material item.

In addition to Australia I have recently come across returns relating to costs of wool production in New Zealand. These, like those of New South Wales, do not take into account interest on capital. It is shown that the cost on runs of from 6,000 to 15,000 acres is \$1.66½ per sheep; on farms of 2000 to 5000 acres \$1.95 and on properties under 2,000 acres \$2.13.



Where large numbers of sheep are being treated for foot-rot, Dr. Marsh recommends standing them in a narrow trough containing a solution of copper sulphate.

## Prevention and Control of Sheep Diseases

By Dr. Hadleigh Marsh, Pathologist, Montana  
Veterinary Research Board

### V. INFECTIOUS DISEASES

**I**N the previous articles in this series, we have discussed several infectious diseases which have special significance in connection with certain classes of sheep, and we shall not repeat the discussion of those particular conditions. But there are several other rather important infectious diseases which may attack sheep of any age or class. The known infectious bacterial diseases to which sheep are subject are comparatively few in number. In discussing the diseases of bred ewes we spoke of infectious abortion and the venereal form of necrobacillosis. In the article on feeding lambs we considered hemorrhagic septicemia, dysentery, and sore-mouth; and under diseases of young lambs were described navel infection, dysentery and stiff lambs.

There are four other definitely infectious diseases which may affect sheep of any age. They are anthrax, blackleg, foot-rot and lip-and-leg ulceration.

#### **Anthrax**

Anthrax is a fatal infection which affects all domestic animals and man. The fact that anthrax is transmissible from animals to man is of importance in handling outbreaks of this disease. Men have in many cases become infected when skinning animals which have died of anthrax, and many of these cases have resulted in death. Fortunately anthrax

does not ordinarily occur in all parts of the country. It is most prevalent in the states bordering on the Gulf of Mexico. It also occurs in the southwestern states, and to some extent in the Upper Mississippi Valley.

Animals affected with anthrax usually die quite suddenly. They may show lameness and swellings at some point on the body before dying. The deaths may continue at intervals for a long time if no measures are taken to control the outbreak.

Anthrax is caused by a bacterium which forms spores, which may live for a long time on the ground or in the soil, and which winter cold will not kill. Therefore all carcasses should be very carefully burned.

There is no treatment for this disease, but there is a vaccine which gives good protection. More care is needed in vaccinating sheep than cattle, as certain vaccines which have been used successfully on cattle have caused losses in sheep. Vaccination of sheep against anthrax should be handled by a veterinarian.

#### **Blackleg**

There is a general belief among both stockmen and veterinarians that blackleg does not affect sheep. It is true that blackleg does not occur frequently in sheep, but under certain conditions it may cause heavy losses. Sheep do not

ordinarily become infected with blackleg on the range as cattle do, but when the skin is broken as by cuts with the shears, or by castrating and docking, the blackleg germ can enter the blood-stream of the sheep and cause the disease to develop. The disease has also occurred in young bucks, when the germ has entered through abrasions due to fighting. In these cases one will usually find that the carcasses of cattle dead of blackleg have been allowed to remain on the ground without being burned or buried, either near a shearing plant or in a pasture where freshly docked lambs are held. Heavy losses may occur under such conditions.

In one case which we have observed, there was a loss of more than 300 sheep following the shearing of 8,500. Investigation showed that during the previous winter two calves had died of blackleg at the shearing plant. The carcasses were not burned or buried, but allowed to disintegrate where they died, thus infecting the ground with large numbers of blackleg spores. The sheep were exposed to this infectious material when they were turned out after shearing with fresh cuts from the shears. The next spring a small trial bunch was sheared at the plant on one day, with a ten per cent loss from blackleg. Shearing was discontinued, and the whole outfit of 9,000 sheep was vaccinated with blackleg aggressin.

Ten days later shearing was started and there were no further losses.

In another case 449 lambs were docked and castrated and immediately turned into a river-bottom pasture where a steer had died of blackleg three months before. The owner had been advised to burn the carcass but had failed to do so. Within three days following docking, fifty of the lambs had died of blackleg. Another bunch of 150 lambs docked on the same day and turned into a different pasture showed no losses.

The symptoms of blackleg in sheep are similar to those found in cattle. The affected sheep stop eating, may become lame, get down and usually die within a few hours after symptoms are first noticed. At the point where the infection entered, the muscle will be dark red and spongy.

Prevention consists of destroying carcasses of cattle or sheep dead of blackleg, particularly around shearing or lambing camps. If sheep must be handled on infected premises, vaccination with the ordinary blackleg vaccines used for cattle will protect them. We have used half the dose usually used for cattle, because the vaccines usually produce a strong reaction in sheep during the first twenty-four hours after vaccination. They recover from this reaction very quickly.

### Foot-Rot

Foot-rot is one of several diseases which are believed to be caused by infection with the same germ. The group name for all these conditions is necrobacillosis. The different conditions caused by infection with this germ are foot-rot, lip-and-leg ulceration, venereal disease and occasionally an ulceration of the mouth and throat similar to calf diphtheria.

The most troublesome disease of this group is foot-rot. This condition does not occur in strictly range sheep, but is a disease of farm sheep and of range bands which are handled in corrals and sheds during some part of the year. Moisture and filth are necessary to the development of this disease, and wet ground is

necessary for its transmission. Wet pasture alone will not produce foot-rot, but when the germ is brought to a wet pasture by an infected sheep, then the infection is spread to the other sheep through the wet ground.

When the foot is softened by moisture, and mud carrying the germ is forced up between the toes, the infection starts at the bulb of the heel in the space between the toes. The infection gradually works in beneath the horn of the sole of the foot, and may involve the whole toe.



Advanced Case of Foot-Rot

The horny sole and wall of the hoof separate from the tissue beneath and there is beneath the horn a mass of dirty gray, foul-smelling, dead tissue. This process may involve one or all of the feet. The affected sheep become very lame in the early stages of the disease, and may eventually become unable to stand. In an infected band, many sheep will be seen feeding on their knees. Where the infection is introduced into a band of sheep on wet pasture, it may spread to a very large percentage of the band within a few weeks.

The treatment of foot-rot is difficult and to be successful must be carried out vigorously, promptly and thoroughly. It should be supervised by a veterinarian who is experienced in handling this condition. Theoretically the treatment is simple and should be effective, but in practice we find it very difficult to arrive at the point where we are sure every spot

of infection is destroyed. When foot-rot appears in a band, the treatment should be commenced without delay, as the disease is much more easily cured in the early stages.

The most important part of the treatment is the thorough trimming of the feet in such a way that all the diseased tissue is exposed. This may involve removing practically all of the horny wall of the hoof. This work necessitates the handling of every sheep in the band, examining the feet and trimming all diseased feet. In order to be effective this work must be done under expert supervision. The next step is the application of some medicine to kill the exposed germs. We find a solution of copper sulphate (bluestone) to be effective and practical. We recommend a saturated (about 30 per cent) solution in water. Where large numbers of sheep are being treated, we recommend standing the sheep in a narrow trough containing the solution. With small numbers each foot may be placed in a small jar of bluestone solution. Bluestone solution must be used in wood, earthenware, or glass vessels, as it corrodes metal. Following

treatment, the sheep must not be returned to the infected pasture, but should be moved to a dry range. In actual practice, one treatment does not completely cure every sheep, and the band should be worked over several times about ten days apart and every lame sheep carefully examined and treated.

This disease is so difficult to eradicate that every sheep owner should take every possible precaution against introducing it into his flock. The natural habitat of sheep is on dry ground, and the sheepman should run his sheep as much as possible on well-drained land where the hoofs will always be hard and resistant to infection. Sheds and corrals are often dirty and wet and this condition should not be allowed to exist. However, foot-rot will not develop even on wet ground unless the specific germ is present. Therefore, great care should be taken that no sheep are introduced into the band which



may have come from an infected band. In buying bucks one should be particularly careful that they come from flocks where there is no foot-rot.

#### Lip-and-Leg Ulceration

Another form of necrobacillosis is commonly called lip-and-leg ulceration. This is apparently a distinct disease from true foot-rot and should also be distinguished from the comparatively mild "sore-mouth" of lambs which was mentioned in a previous article. The term "lip-and-leg" ulceration should not be confused with "foot-and-mouth" disease which does not exist in the United States at the present time.

In lip-and-leg ulceration heavy scabs appear on the lips, beneath which are raw ulcerative sores. In some cases there will also be found sores between the toes, and at times similar sores on the leg just above the hoof. This condition usually develops during cold weather when there is snow on the ground. The sores on the lips sometimes apparently start under mucus from the nose which has frozen above the lip, and the ulcer in these cases extends up into the nostril.

These cases can be cured by thoroughly removing the scabs and treating the raw surfaces with tincture of iodine, or cauterizing them with dilute nitric acid.

#### Venereal Disease

The same germ which causes foot-rot may also cause an ulcerative condition of the penis and sheath, although the two diseases seldom occur at the same time in the same sheep. These sores on the sheath and penis, if not treated, may progress to the point where the buck is unable to breed the ewes. The condition may be transmitted to the ewes, where it produces small ulcers around the external opening of the vulva. It does not as a rule become serious in ewes.

The treatment in these cases is to thoroughly remove scabs and paint the ulcers with tincture of iodine. Cauterizing agents, such as nitric acid, should not be used on the sheath or penis.

#### Prevention and Control of Infectious Diseases

The above described infectious diseases, together with those discussed in earlier articles, comprise the important known germ diseases of sheep in the

United States. In order to intelligently take measures to prevent undue losses from diseases of this nature, the sheep owner should have some understanding of the general principles of infection. The so-called infectious diseases are all caused by microscopic organisms known as bacteria. Healthy animals under natural conditions will not ordinarily contract bacterial diseases unless the disease-producing bacteria are taken into the system in unusually large numbers. If the natural resistance of the animal is lowered by any means, infection may result from exposure to ordinary numbers of bacteria. This lowered resistance may be due to lack of proper feed; to sudden changes from range conditions to feed lots; to exposure to cold; to rough handling during shipping; to insanitary housing in barns; to wounds of various kinds, as in docking infections and infections of shear cuts; and to other changes in natural protection, as in softening of feet predisposing to foot-rot. Exposure to unnaturally large numbers of bacteria occurs when animals are crowded in corrals, barns, small pastures, or railroad cars. Dirty corrals and sheds are also causes of exposure to large numbers of certain bacteria that live in filth. The introduction of diseased animals into a herd also exposes the herd to large numbers of virulent bacteria.

As a rule then, two things are necessary for the development of infectious diseases—first, the factor which makes the animals susceptible; and second, the presence of the particular germ in large numbers. Many men have the idea, for instance, that cattle may develop tuberculosis from exposure to cold, or that sheep will develop foot-rot from grazing on wet pasture. This is not true. Exposure alone will not produce tuberculosis, nor will moisture alone produce foot-rot. The particular germ of the disease in each case must also be present before the disease will develop.

If these general principles are understood, it is possible to take a few simple precautions which should prevent any serious losses from infections. In the first place, stock should always be handled under as near natural conditions as possible. Where it is necessary to handle

them in restricted pastures, in corrals, and in sheds, attention must be given to sanitation. This means cleanliness, dryness, and all possible exposure to sunlight. Most bacteria are killed by drying and sunlight. The resistance of the animal to disease should be kept up by proper feeding, careful handling, careful shipping, and avoiding too sudden changes of conditions. All possible care should be taken that no animals carrying disease are introduced into a healthy herd. If infectious disease does occur in a herd, the sick animals should be immediately separated from the healthy ones, and handled in such a way that feed and water are not contaminated by their discharges. When deaths occur, it pays well to go to a little trouble and expense to thoroughly destroy all carcasses by burning.

#### U. S. NAVY PLACES LARGE ORDER FOR WOOLEN GOODS

A PROJECT instituted by the National Wool Marketing Corporation, the Federal Farm Board and other agencies interested in improving the domestic wool situation and aiding the wool grower has commenced to bear fruit.

The United States Navy Department authorized, January 23, the expenditure of \$750,000 for woollen goods. The order, as announced by Assistant Secretary Jahncke, calls for 200,000 yards of woollen uniform cloth, 75,000 yards of woollen overcoating and 40,000 blankets. This order, which is one of several very encouraging developments in the wool trade during the last few weeks, will call for between 2,000,000 and 3,000,000 pounds of wool.

In making the announcement the Navy Department said President Hoover favored the purchase because it was in line with his policy of fitting public work and government buying into the campaign to reduce unemployment. This was an argument advanced by members of the executive committee of the National Wool Marketing Corporation, members of the Federal Farm Board, and representatives of Draper & Company, when they proposed the plan to the President.

## Some Feeding Facts

Address at Sixty-Sixth Annual Convention of the National Wool Growers Association  
Dean E. J. Maynard, Utah Agricultural College  
Formerly Associate in Animal Investigations, Colorado Agricultural College

**W**OOL growers gave a good exhibition in orderly marketing during the past few months. With low feeder prices predicted for fall they picked their fat lambs through the summer like cucumbers as they ripened on the vine, and sent them to packers, leaving the sheep business as a whole in a much healthier condition than was anticipated for this winter. The bulk tonnage that has gone cannot help but react favorably to the lamb feeder later on.

The lamb feeding business has been gradually spreading out, taking in new areas particularly here in the West. The Scottsbluff district in western Nebraska, the Arkansas Valley, the Western Slope country in Colorado, and farming districts in Utah and Idaho have shown noticeable possibilities for growth during the past decade. The development of the sugar beet territory has opened up new feeding areas in Wyoming, Colorado, Nebraska and Montana, while farmers in isolated areas with an abundance of cheap hay and grain are coming to realize the value of marketing their crops through lambs. The recent discovery that lack of phosphate has been a definite limiting factor in the yield of beets and alfalfa in northern Colorado may tend to further increase possible lamb feeding operations there.

### The Big Problem

The problem is clear today: How can this lamb feeding industry continue to have a healthy growth in order that all those who participate in it may prosper and may continue to be your good customers? The answer is simple. It lies in both individual and organized effort. A quality product must be produced as efficiently as possible; it must be marketed to best advantage. Lamb consumption must increase.

Prospective consumers should be interested in the fact that our western lambs are fattened in a sanitary and scientific manner which should further insure them a healthful product. The almost perpe-

tual sunshine, clear air and pure cold water possibly play some part in the development of nutritious meat, but there are other factors developed through the in-



E. J. MAYNARD

genuity of man that I believe contribute in a definite manner to the advantage of this western lamb. I refer to the standard methods and rations for fattening lambs, developed through years of practical experience in the West, which aided by the natural dryness and sunny climate of the area combine to insure the production of an economical, full flavored meat from healthy, vigorous lambs.

In our own mountain area, people as a whole are in sympathy with the industry and can perhaps be appealed to on a somewhat different basis than those farther away. Timely activity by local livestock associations in developing interest among butchers and townspeople will invariably mean increased consumption through the local newspaper publicity and advertising secured. This should help to supplement the definite nation-wide advertising program in small western towns and cities ordinarily hard to reach.

The importance of a definite sustained program can not be overemphasized. Three years ago Colorado lamb feeders got busy in January on a simple marketing system and advertising campaign. Newspapers, commission men and others were loud in praise of the system and the apparent results it was getting. The price of lamb rose steadily and by spring the feed lot supplies had cleared at a good profit.

### Need for Continuous Publicity On Lamb

After this experience many came to believe that a campaign started a few weeks before a crisis would be sufficiently to avert the crisis. Some even suggested the possibility of harmful effects from too much advertising.

The next year with favorable marketing conditions the advertising and orderly marketing program in western lamb feeding areas was virtually allowed to die. Then came the emergency last year, unquestionably emphasizing the need for the definite long-time program of advertising and orderly marketing.

Lamb feeders as well as growers have come to realize the advantages of working together on a definite program of this sort. They have learned not to expect sudden phenomenal results from their efforts and they are at present better organized than ever before to do their part in a definite advertising enterprise for the good of the industry.

Now, besides supporting his association, each individual grower and feeder today is up against this economic problem of producing high quality lamb as efficiently as possible. As an individual, he is perhaps unable to control feeder or fat markets, interest rates or railroad or commission charges, but he can save hundreds of dollars each year on his own operations by using standard rations best suited to his particular conditions.

### Rations

There is no one best ewe-wintering method or lamb-fattening ration for this

western area as a whole, because of the widely different conditions existing in various sections. The old controversy of grain vs. cake on the range will only be definitely solved for any particular section on the basis of the nutrient content of the range forage or hay available in that section. For example, Dean Hill tells me that in sections of Wyoming where the salt sage abounds, a little grain seems better than cake, as the salt sage has been found to contain sufficient protein for the growing needs of the ewes and unborn lambs. We need more definite information today on the composition of the vegetation that goes to make up our range forage here in the different sections of the West. The importance of mineral elements as well as protein and carbohydrate content in this forage has been definitely shown by the recent work conducted at the California Experiment Station. It is now a well known fact that the feed value as well as flora or range vegetation will vary in different localities, depending on climate and soil types.

For the lamb feeder, relative prices of available feeds as well as the feed nutrients contained, are always an important factor to be considered in determining the best standard rations for any section in any particular year. The cheapest and most efficient lamb fattening ration for use in an area where alfalfa is low priced and abundant will prove most expensive and inefficient in another section where hay is high priced and with cheap and plentiful beet-by-products.

The great number of lamb feeding experiments that have already been conducted at agricultural colleges and experiment farms furnish comprehensive data for a determination of the best standard rations for most lamb feeding sections today. The fullest use of home-grown roughages and cheap by-products should always be a first consideration in planning these standard rations. For lamb fattening purposes wheat may be considered better than barley, but not equal to corn with barley showing about 90 per cent of corn value. It does not pay to grind the common grains for lambs. A variety of grains, succulent feeds and roughages in lamb fattening rations is very desirable and wheat or barley fed

with good variety of other feeds may even equal corn fed with alfalfa alone.

The importance of feed cost as a factor in fattening lambs is shown by a nine-year average comparison made at the Colorado Agricultural College. A standard fattening ration containing wet beet pulp produced gain for about \$2.90 per hundred-weight less than the costliest balanced ration fed in the same experiment each year. In other words, a wise selection of feeds by a man fattening 2000 lambs could mean equal gains at a saving of 87 cents per head in feed cost or a saving of \$1740 on each 2000 lambs fattened. Cost of maintenance or of producing gain is an item well worth the individual's closest attention and study today.

Your state and government experiment stations are equipped to furnish you with unbiased information on relative feed values and on standard rations. Information from other sources may be more insistent but you should not lose sight of the ultimate value in information that is unbiased.

#### **Methods and Equipment**

Handling methods and equipment used are also important factors that will influence the cost of producing gain. Many simple, yet valuable feeding methods have been discovered through the keen observation of practical feeders who have developed them through years of experience. Among these are the careful sorting of feed-lot lambs into groups of uniform size for gaining, the use of reversible grain troughs and the importance of having only just enough trough space for the number of lambs being fed. Methods such as these coupled with the feeding of plenty of roughage, regularity in feeding, adequate windbreaks and dry beds will do much toward increasing gains, cutting down death loss and thereby making for more efficient production. With other factors equal the younger lambs produce the most efficient gains.

Although your experiment station can possibly help you by suggestions, let your own judgment come into play. Their suggestions may not fit your conditions and with competition as keen as it is today you cannot afford expense and delay caused by mistakes.

There is not time here to go into a gen-

eral discussion of feeding operations and problems. We have reached a point, however, where information is available on lamb feeding possibilities under many different farming conditions. Heaviest gains are not nearly so important as cheapest gains these days. The apparent favor with which packers and retail trade have taken the milk fat lambs during the past few months would seem to indicate new marketing possibilities.

Feeders must be ever on the alert to adopt practices that will cheapen production costs. The fact that a successful practice may not coincide with old established theories doesn't matter if the practice delivers the goods. New discoveries are constantly changing theories these days. For instance I know a lamb feeder who tops out his feeder lambs when they arrive each fall and puts his biggest, fattest lambs out to pasture his tops with no grain. He finishes these lambs on tops alone and ships them direct from the tops to the packer who tells him they outdress his feed-lot lambs later on. He estimates a loss of only one per cent from lambs pastured and finished on tops and around three per cent loss on those finished in dry lot. He claims to have found that the big fleshy lambs hold their weight and "bloom" better when pastured on tops and he reserved his dry lots for the smaller, thinner, weaker end. There is food for thought in his experience. It will bear investigation.

In conclusion, lamb feeding has become a competitive business and competition is getting keener. If we want to stay with this business we must apply business methods to it. That means each individual must cut his production costs as low as possible. He should, when possible, accumulate a reserve in good years to tide him over lean years and to enable him to continue in his chosen profession. In that, he will be no different from the man in any other line of business who is occasionally forced to sell his product at a loss. Then, in addition to a consideration of these personal matters he should most certainly affiliate with others in the same line of business to attack present day marketing problems and fearlessly to tell the world in no uncertain terms of the fine product he has to offer.



## The Annual Convention of the American National Live Stock Association

SEATTLE was host to the stock-growers of the West this year. For the first time in its history, the American National Live Stock Association had moved its convention into the remote northwestern corner of the country. It proved to be a very successful venture.

Owing to the death during the year of President Victor Culberson and Vice President William Pollman, successors to these two men had to be chosen. For the presidency was named First Vice President Henry G. Boice, of Phoenix, Arizona, who presided at the meeting; Charles D. Carey, of Cheyenne, Wyoming, advancing to the position of first vice president. J. M. West, of Houston, Texas, and A. R. Modisett, of Rushville, Nebraska, were elected to fill the two vacant places among the vice presidents. Secretary F. E. Mollin and all the other incumbents were continued.

The thirty-fourth annual convention was called to order by Acting President Boice at 9:30 o'clock on the morning of January 28. Rev. Mark A. Matthews delivered the invocation. Addresses of welcome were spoken by Frank Edwards, mayor of Seattle, King Dykeman, president of the Seattle Chamber of Commerce, and E. F. Banker, president of the Washington State Cattle Growers' Association. Vice President Hubbard Russell responded. Then followed a eulogy of the late President Culberson, by T. E. Mitchell, of Albert, New Mexico, and one of Mr. Pollman, by William Duby, secretary of the Cattle and Horse Raisers Association of Oregon. After this Mr. Boice delivered the president's annual address. The forenoon session closed with a talk on "Some Newer Phases of Animal Husbandry Research," by E. W. Sheets, chief of the Division of Animal Husbandry, Washington, D. C.

In the afternoon a recess was taken, members going on an excursion to the Navy Yard.

The second day opened with a paper on "Marketing in the Pacific Northwest," by R. L. Clark, secretary of the Portland, Oregon, Livestock Exchange. C. B. Den-

man, representing the livestock industry on the Federal Farm Board, discussed the policies and achievements of that organization. "Wild-Life Management" was the title of a speech by S. P. Locke, of the Bureau of Biological Survey, Ogden, Utah.

The subject of "The Retailer and the Meat Industry" was presented in the afternoon by I. W. Ringer of the National Association of Retail Meat Dealers, Seattle, who was followed by ex-Senator R. N. Stanfield, of Oregon, speaking on "Our National Forests and the Public Domain." E. F. Forbes, president of the Western Cattle Marketing Association, San Francisco, closed the day's proceedings with an account of the "Progress in Cooperative Marketing."

The last day's activities were introduced by an address on "Livestock Problems in the Northwest," by H. Hackedorn, head of the Animal Husbandry Department of Washington State College, Pullman. Homer Davison, vice president of the Institute of American Meat Packers, Chicago, dealt with the subject of "Livestock Loss Prevention Work." E. N. Kavanagh, assistant regional forester, Port and, Oregon, told of "Range Management in the Northwest." The last speaker on the program was O. M. Plummer, general manager of the Pacific International Live Stock Exposition, Portland, who discussed "The National Live Stock and Meat Board and the Beef-Demonstration Campaign."

Meanwhile the Resolutions Committee, of which George A. Clough of San Francisco was acting as chairman for the sixth successive year, had been at work. On the afternoon of January 30 it brought in a batch, which, after some little discussion, were adopted. They follow:

1. Tariff on Hides—Urging that fight for adequate tariff on hides to be continued.
2. Oleomargarine—Calling upon Congress to impose substantial tax on imported vegetable fats for use in manufacture of oleomargarine, and to remove tax on product made from animal fats.
3. Use of Home Products—Asking modification of present law so as to provide that only home products be purchased by government departments.
4. Section 15-a—Demanding repeal of

section 15-a of Interstate Commerce Act, restoring rights of producers and shippers, and authority of state commissions with respect to railroad rates and rules.

5. Long-Haul Routes—Appealing to Congress to amend paragraph (4) of section 15 of Interstate Commerce Act so as to prevent long-haul provision from being applied to intermediate carriers.

6. Statute of Limitations—Requesting that statute of limitations for beginning actions at law against transportation companies for recovery of shortage should not be less than two years.

7. Federal Farm Board—Indorsing action of Federal Farm Board in establishing cooperative marketing system.

8. Exports and Imports—Requesting Secretary of Agriculture to publish monthly information relating to exports and imports of meats, meat animals, and animal products.

9. National Live Stock and Meat Board—Urging all market agencies to take speedy action toward collection of 25 cents per car for support of work of National Live Stock and Meat Board.

10. Grading of Beef—Congratulating Bureau of Agricultural Economics and National Live Stock and Meat Board on success of government grading and stamping of beef, and urging extension of service.

11. Palatability of Meats—Thanking government and cooperating agencies for exhaustive research being conducted into factors influencing quality and palatability of meat.

12. Hearings under Packers and Stock-Yards Act—Protesting against delays in holding hearings and rendering decisions in commission, yardage, and feed charge cases.

13. Feed Charges—Pleading with all stockyard companies to reduce feed charges to lowest basis possible.

14. Testing for Tuberculosis—Protesting against proposed plan of testing feeder cattle from range herds for tuberculosis previous to shipping into accredited areas.

15. Scabies—Urging that no cattle be imported from districts known to be infested with scabies unless previously dipped to eradicate disease.

16. Anaplasmosis—Requesting Department of Agriculture, in cooperation with state agencies, to hasten investigations into cause and remedy for anaplasmoses, an ailment attacking eyes of cattle.

17. Livestock Loss Prevention—Favoring formation of national organization for prevention of losses resulting from carelessness in transportation of livestock.

18. Predatory Animals—Indorsing ten-year program for control of predatory animals and obnoxious rodents, and urging Congress immediately to pass necessary legislation.

19. National Parks—Opposing creation of new national parks, or additions to existing parks, in West.

20. Experiment Station at Miles City—Indorsing work of Range Live Stock Experiment Station at Miles City, Montana, and urging that association appoint advisory board.

The last act of the convention was selection of the next meeting place. Several invitations were received. The vote favored the historic city of San Antonio, Texas, which consequently will entertain the thirty-fifth convention of the association at a date, some time early in 1932, to be determined by the Executive Committee.

# Overshot and Undershot Jaws in Sheep\*

Julius E. Nordby, Idaho Experiment Station

**D**EFFECTS of various kinds may occur in the teeth of sheep that should not be confused with the defects discussed in this paper. The lamb may be born with too few or even with too many teeth.



FIG. 1



FIG. 2

Extreme cases may also occur in which teeth without the enamel appear. The teeth may be crooked, too long and out of line. Occasionally they are set at an angle which may not afford normal contact with the dental pad, in which case it may appear as an overshot or undershot defect. The overshot and undershot jaw defects, defined later in this paper, are recognized as limited to the unbalanced length development in the jaws and are considered distinctly apart from at least the congenital (born with) teeth defects described above. Teeth may be injured, however, as a direct result of extremes in the overshot or undershot condition, as for example in Figures 4 and 6, but such teeth defects are interpreted as results of mechanical injuries caused directly by the jaw-length inequalities.

Overshot and undershot defects in the jaws of sheep have been under observation by this station in farm and purebred flocks, particularly in the Pacific Coast and Intermountain sections, for a number of years and the nature and inheritance of them have been studied

in experimental subjects for some time. No effort has been made in these field observations to keep any detailed records of the number of sheep showing one or the other defect, and annual checks have

come about for at least two reasons. Some persons who are new in the sheep business do not know that such defects exist in sheep. Others who may know are not aware of their significance.

If the experience with defects of this kind is limited to the use of defective rams on the range it is probable that their significance may be passed up rather lightly, especially if the defective rams were mutton rams. Virtually all of their lambs go to market and only in very limited numbers are ewe lambs sired by mutton rams saved for breeding purposes in range flocks. This practice affords very little opportunity for the defects to manifest themselves unless the ewes in the flock to which these rams are mated carry the factor for these defects. On the basis of this experience in flocks from which all lambs go to market the impression has been left with some that the defects are not significant, at least so far as their inheritance is involved.

The large increase in the number of farm and small purebred flocks during the last ten years has offered a good opportunity for the study of these defects inasmuch as most of these small flock owners make replacements in, or additions to their flock by retaining ewe



FIG. 3



FIG. 4

stud rams that have been badly overshot or undershot. Some ewes with these same defects have also changed hands for breeding purposes. This general distribution of defective individuals has

lambs. Many of these small flock owners, not advised on these defects or not aware of their tendency to be inherited, have repeatedly used defective rams, or rams carrying the defects. The

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proportion of defective lambs from such rams has been small the first year and in some flocks no such defective lambs have been found. When these ewe lambs, however, have been mated with defective rams, defective lambs have appeared. In one small flock composed of twenty purebred ewes the writer recently found among seven ram lambs that were retained to be sold as breeding rams, three with badly undershot jaws. The sire of the lambs and the rams had come from a flock in which the defects were common. In another flock of one hundred purebred ewes there is a big sprinkling of these defects and approximately 25 per cent of the sale rams were affected with these inequalities in their jaws. Many other examples of a similar nature seem to justify the prevailing opinion among a number of observers that these defects are spreading. Observations indicate that the flocks in which the defective individuals have been culled consistently have the smallest per cent of defective lambs. Indeed, in some flocks they are only exceptions. In systematic matings of rams showing one or the other of these defects, or of rams having sired defective lambs, to ewes with similar heritage, lambs with and lambs without these defects have been produced. Sufficient information is available from field observations and from experimental records to identify these as hereditary.



FIG. 5

#### Nature of Defects

The rams in Figures 1 and 2 have normal jaw development which permits the cutting edge of the teeth to escape direct wear against the dental pad, and

also allows the lingual surface of the teeth (surface towards tongue) to fit snugly against the dental pad.

Figure 3 is of a parrot, or overshot mouth in a ewe, in which it is plainly evident that the upper jaw extends too



FIG. 7

far beyond the lower jaw. In Figure 4, is a similar condition with lips parted. The teeth make contact with the dental pad too far back. Some injury has been done to these teeth. In Figures 5 and 6 the case is similar, yet it has proved even more destructive to the teeth. The pictures in Figures 5 and 6 are of a seven-months-old ewe lamb. So closely did the baby teeth register with the dental pad that they were broken out and the lamb virtually starved on short grazing after it was weaned.



FIG. 6

In Figures 7 and 8 are illustrated the opposite or undershot jaw. In this case the teeth extend approximately one-third inch beyond the dental pad, the significance of which is rather apparent in the

event the grazing is short. With her jaws completely closed, an object one-third inch in cross-section could be passed between her teeth and dental pad at any point, making it quite impossible for her to graze on short feed.



FIG. 8

Experimental evidence is not complete enough yet to say definitely if both jaws are affected or if the defects are confined to one jaw and manifested in the two extremes of too much or too little development in the same jaw. This point may be incidental but it will be considered in the final analysis of this problem, which will be reported at a later date. A writer on these defects in horses says: "Either jaw may be affected."

Some bad cases of defective jaws in lambs have seemed to improve slightly with age. This tendency, however, does not seem general enough to be given much weight, and further observations on a larger number will be necessary before a definite statement can be made.

#### Effect on Molars

It has been observed in horses that in undershot jaw the lower rows of molars are displaced anteriorly so that the first lower molar projects beyond its companion in the upper jaw, while the last upper molar does not come in contact with its fellow of the lower jaw. In overshot jaw the case is reversed. These teeth partially or entirely escape wear, and thus become too long and impede mastication.

Sufficient information is not available to warrant any conclusions on inequalities in the molars in sheep in overshot or undershot jaws.



### Method of Eliminating the Defects

From the field observation, and the experimental evidence available at this time there is very little doubt that these defects are very definitely inherited, and also that in all probability the defects are recessive in their inheritance which means that the heritable factor or factors which produce the defects must be in evidence, or be carried in the ram and the ewe before the defect will appear in the lambs. Lambs with one or the other of these defects have been produced when a defective ram has been mated to a defective ewe, and when a defective ram has been mated to a ewe that has previously produced a defective lamb. Defective lambs have also been produced when a ram which has sired defective lambs, but is himself normal in appearance, has been mated to ewes with a defect or to ewes apparently normal but that have dropped defective lambs with other matings.

On the basis of the available information it would seem advisable to avoid the use of rams that have one or the other of these defects. It would also be effective to eliminate rams which have sired lambs with defects.

This plan would have the most influence in getting results quickly. To more completely eliminate the defects, however, would involve similar culling among the ewes, a procedure which may not be practical in all cases. It may prove too drastic to attempt a complete elimination of defective individuals as suggested above. The significance of these defects, however, is serious enough to warrant the discarding of all rams which give evidence of one or the other form of these defects.

### LINCOLN ASSOCIATION MEETS

THE National Lincoln Sheep Breeders Association held its annual meeting at Chicago on December 6. The Secretary's report showed a good year's business, with nearly 1900 head of sheep recorded and several hundred transfers made. The prizes awarded at state fairs and exhibits during the year totaled \$600.

Officers who will serve during 1931 are: president, David Coupar, Marlette, Mich.; vice president, Ernest Robson,

Denfield, Ont., Canada; secretary-treasurer, D. T. Knight, Marlette, Mich.

### ANNUAL MEETING OF THE MERINO ASSOCIATION

THE annual meeting of the American and Delaine Merino Record Association was held at Columbus, Ohio, January 15. The attendance was the largest in years and the meeting was marked by a spirit of harmony and optimism. Following a year of depression the interest shown speaks well for the stamina of the breeders and the merits of the Merino sheep.

The Executive Board met on the night before the meeting to review the work of the association during the past year and outline the program to be presented to the members for their approval. The report of the Secretary showed that the number of records and transfers had been less than in the previous year and that the expenses had been greater than the receipts. The cash balance was \$13,404.32 and the publication of the record volumes is complete to date.

The report of the Executive Board was adopted with a few amendments and some additions. The appropriations for 1931 are about the same as in the past year. The rate for special premiums was increased, making the total premiums a little higher. The amount for publicity will be the same and a motion was passed that part of this fund be used for field service. Some additional rules were passed governing the exhibition of Merino sheep and dealing with the definition of ownership and transfers. A resolution was passed endorsing state and local organizations of Merino breeders and calling upon the American and Delaine Merino Record Association for cooperation with such organizations.

The annual luncheon was enjoyed at noon.

Officers elected for 1931 were: President, W. M. Staley, Marysville, Ohio; vice president, N. W. Vandervort, Wilmington, Ohio; secretary-treasurer, Gowdy Williamson, Xenia, Ohio.

Gowdy Williamson, Secretary

### WHAT IS THE MATTER WITH LAMB CONSUMPTION?

ON September 15 last, I was on the South St. Paul market with my range lambs. The fat end sold for \$8.00 per hundred and the feeder end at \$7.10. This was the top for that day at that market. On the same day I dropped into a restaurant just across the street from the Exchange Building for lunch where a big per cent of all the stockmen dine. I picked up the menu and noticed "Lamb Chops." I ordered them as I nearly always order lamb when it is on the card. When the order came, it consisted of two very small rib chops, cut from a small carcass. I will say they were very good, but just a taste for a hungry man. When I finished my meal, I picked up my bill which was turned upside down. Behold! 65 cents. I presume the reason for turning the bill upside down is that if the consumer should happen to see the price before he finished his meal, it might interfere with his appetite.

To satisfy myself on the different prices of meat orders, I dropped into the same restaurant the next day. I ordered "Prime Ribs of Beef." I was served with almost three times as much nice juicy meat as I had received with the lamb chops. This bill said 45 cents. Across the street in the Exchange Building the bookkeepers for the various commission firms were figuring up choice fat lambs at \$8.00 per hundred and choice beef at \$11.00 to \$12.00 per hundred.

Now we wonder why the public does not eat more lamb. This, to my way of thinking, is the main reason: lamb is still being served to the public as a luxury, regardless of the very low price on foot. Custer, Mont. J. W. Quest.

### OREGON AUXILIARY AT WORK

THE women's auxiliary of the Oregon Wool Growers Association got into action in a very definite manner during January and Mrs. W. P. Mahoney, Hepner, president obtained considerable publicity in the Portland daily papers with her lamb and wool consumption program. Beginning February 3, the plans of the auxiliary call for a three times a week broadcast over station KGW of a lamb and wool program.

## The Wool Grower as a Wool Salesman

WOOL is the sheepman's finished product, the farmer's by-product, and the manufacturer's raw material. To the western wool grower, shearing time represents the end of one year's hard work, and the beginning of another. It is a time of many duties, troubles, and worries. Generally it follows lambing closely. Lambs have to be docked and castrated, sick ewes tended to, dipping often arranged for, and routes to the summer range planned. The move from winter to summer range is no small job in itself. And in the midst of all of this activity, the wool buyers are on the ground examining the fleeces as they come from the blades of the shearers.

What price wool is the big question. The grower is often anxious to sell his clip in order to meet debts acquired to cover running expenses. The real value of the clip is unknown to him, as are many of the factors which control its price. The grade is known only approximately, as is the shrinkage. He is anxious to get rid of his wool for the best price possible. Storage facilities are often lacking. Indeed, it is an exceptional outfit that can put an entire clip under cover. The possibility of rains makes it imperative to get the wool under cover at the railroad, often many miles away. A sheepman has enough troubles at shearing time without having to open sacks and dry out fleeces.

Opposed to all this are the wool buyers, capable and expert judges of grades and shrinkages, students of world markets and world conditions, representing powerful financial and manufacturing organizations, who are out to buy wool at a price that will make a profit for their company. They deal with men who are anxious to dispose of and liquidate their clips.

To the average wool grower, wool is wool, yet to the buyer or manufacturer, the matter of its staple, or length, grade shrinkage, quality, luster, color, character, whether or not it is burry or kempy, or tender, is of vital concern. Do not think that the sheepman is ignorant because he does not know his wool as the expert does. He is busy with

grazing problems, sheepherders, weather, and the thousand and one production and financial problems that would drive a manufacturer crazy if he had to contend with them. But a better understanding of the physical and chemical nature of his product, the grades and shrinkage, market demand and uses, will enable him to control his breeding operations to bring about any desired change in its quality, and to market his product to better advantage.

It is necessary for the sheepman to know more about his product because a new situation has arisen. Mills no longer purchase a year's supply of wool within a few months. The change is due to the fact that merchants are not stocking up twice a year. The whole country is practically on a hand-to-mouth basis of buying. This condition is conducive to the establishment of pools and cooperative marketing. The grower is faced with the question of either selling his clip at the buyer's price, and the possibility of his having to carry the clip for the better part of a year is naturally considered when the bid is made for the wool; or he can consign his wool to his dealer or to a cooperative. Here is where the cooperative steps in and helps to solve the problem for the grower. It gives him selling service of the highest order and returns the proceeds along with information as to the real value of the clips and its grading and shrinkage. It should make him more familiar with his product. Orderly marketing throughout the year should bring a higher net price for his clip, and thus the grower may benefit directly.

One reason and possibly one of the main factors for the rather slow acceptance of the cooperative plan of wool marketing in the range states comes from the fact that western sheepmen are very independent. They are our last real frontiersmen. Through their courage and the exercise of their judgment and wits, they bring their flocks through storms, droughts, floods, lambing and short feed. To them the year's outcome is largely a gamble, in fact, everything—the markets, weather, feed—

is an uncertain thing. The very nature of their work and environment makes them highly individualistic, very sure of themselves, competent and capable. It is hard to get men of strong and often opposing personalities to see together. They have often bred for a certain type of sheep and wool. These men have their reputations established for their clips, get full market value when they sell, or think they do. They are reluctant or outright opposed to combining their clip with that of a neighbor, whom they know only pays half as much as they do for their bucks, who follows no certain type, and whose wool is not so well grown. But under the National Wool Marketing Corporation only wools of the same grade, quality, and value are combined to make up lines of the amounts required by mill buyers. The cooperative will preform a service for the average sheepman that should net him more for his wool than he would have been able to obtain for it if he sold as an individual.

The average flock varies considerably as to grade, length of staple, and shrinkage of its fleeces. It is one of the functions of cooperative marketing to grade clips into lines that will bring the best prices. Fleeces that would detract from the appearance of a clip, are combined with like fleeces from other clips, and sold separately. In this way the long staple clean fleeces bring their real value and are not dragged down by a lot of short staple or heavy-shrinking fleeces. That there is considerable variation and a light end in good flocks, is shown by the following figures the writer compiled on eight Arizona flocks this year.

Fleece Weights of Arizona Range  
Ewes—1930

| Flock No. | Fleeces Less Than Seven Pounds | Fleeces 7 to 12 Pounds | Fleeces Over 12 Pounds | Average Weight All Flocks |
|-----------|--------------------------------|------------------------|------------------------|---------------------------|
| 1         | 22%                            | 78%                    | ....%                  | 7.98                      |
| 2         | 15                             | 85                     | ....                   | 8.1                       |
| 3         | 11                             | 83                     | 6                      | 9.04                      |
| 4         | 4                              | 93                     | 3                      | 9.31                      |
| 5         | 3                              | 94                     | 3                      | 9.44                      |
| 6         | 2                              | 84                     | 14                     | 10.                       |
| 7         | 1                              | 85                     | 14                     | 10.32                     |
| 8         | 0                              | 83                     | 17                     | 10.58                     |

A clip that has been graded and fairly combined with other clips should bring more money than the same clip sold individually. The buyer can then get the quality and quantity of wool he desires. As it is now, sometimes a buyer, in order to get a certain type of wool for which he has a client, will buy a clip and have the wool he wants sorted out.

Theoretically, cooperative marketing is the only logical way to market wool. It can be made practical providing sound business principles are followed, care taken that the overhead does not eat up the additional profits derived from orderly marketing, and providing no attempt is made to make too large a deduction for the benefit of "surplus." Cooperative marketing of wool is on trial, its success will be determined during the first few years by the price per pound netted through the cooperative, compared to what the buyer offered at the shearing pens for the same clip.

University of Arizona. W. F. Dickson

(Mr. Dickson, perhaps, overlooks the necessity for marketing organizations' building up reserves to put them in shape for doing business with commercial banks. Such reserves belong to the members and are controlled by officers elected by those members.—Editor.)

#### WOOL PRODUCTION 1929 AND 1930

THE amount of wool shorn in 1929 was 310,561,000 pounds and in 1930 was 336,007,000 pounds according to the revised estimates of the Department of Agriculture. The revised figures for both years are larger than the preliminary figures. These increases were due both to upward revisions in the number of sheep on farms in a number of states, and to an additional allowance for wool shorn at commercial feeding establishments. Reports received as to the actual amount of wool shorn at a number of such establishments in 1929 and 1930 show considerably larger amounts than had previously been estimated. The amount of pulled wool produced in 1930 was 61,900,000 pounds, an increase of 7,400,000 pounds over 1929.

## The Winter Season in Oregon

JANUARY brought many new lambs into the green pastures of western Oregon and as the month came to a close, it marked one of the mildest winters the state has experienced in many years.

In eastern Oregon the range operators who practice early lambing were making preparations for the February drop. There is many a band of sheep in the eastern Oregon territory which has not been fed a mouthful of hay thus far this winter.

Midwinter found the bulk of the sheep in central and eastern Oregon, with the exception of small, higher elevated districts, still grazing on the open range with most of the hay stacks intact and with ewes in excellent condition for the start of the lambing season.

In Lake County, for instance, January saw many signs of spring. Ground squirrels were said to have made their appearance and wild geese were congregating but few would predict whether they were moving north or south.

Moisture is needed badly in Lake County and other portions of central Oregon as even the mountains have but little snow.

Although the weather has been particularly pleasing to Lake County sheepmen as well as other sheepmen of central Oregon because of the ease with which they are getting their flocks through the winter, they can appreciate the need for plenty of snowfall in the mountains to provide grass, stock and irrigation water during the coming season. While there is some uneasiness as to the lack of moisture, old timers recall when there has been plenty of snowfall after the first of February and they are hoping that this might be a duplication of those other years.

The number of sheep on Oregon farms, January 1, 1931, was six per cent greater than the year previous, according to estimates prepared by the Bureau of Agricultural Economics and the Oregon State College Extension Service. This increase is attributed chiefly to poor market conditions which with an unusually mild winter and plenty of feed has caused

owners to hold on to their sheep with the hope that the price would advance. The total number of sheep in Oregon on January 1 was estimated at 2,731,000 compared to 2,576,000 a year ago.

Reports from Crook County indicate 90,000 ewes on hand with some 80 per cent of the wool crop still in the warehouse without final returns having been made on it, the outlook is not overly encouraging. The condition of ewes as is common throughout Oregon is reported excellent and prospects are for a large lamb crop. In the higher elevations of the county, winter set in about thirty days earlier than usual and moderately cold weather has persisted with but a very light snowfall. At lower elevations in the county, temperatures have been moderate with plenty of outside range. Thirty days after harvest, alfalfa sold for as high as \$18.00 a ton, the price since declining to half that amount or less. Many Crook County sheepmen, as well as others, who figured on getting through the winter on the desert bought cheap wheat at \$18.00 a ton for a reserve feed supply in case bad weather set in.

In Douglas County, the largest sheep county in western Oregon with some 120,000 sheep practically all in farm flocks, lambing started January 1. Ewes were in better condition than during the last two years and better early grass was available than for several years. Present prospects are for a good lamb crop and if grass now well started continues to grow under moderate temperatures, a lamb crop of good quality can be expected.

Owing to the inactivity of the market last fall, some lambs were held over on Douglas County farms. The market for breeding stock was very inactive.

As one means of returning to the grower a little higher percentage of the consumer's dollar, Douglas County sheepmen are considering the formation of a cooperative lamb marketing pool patterned after the pool organized in Union and Wallowa counties last year. J. C. Leedy, county agent, is assisting the wool growers in the organization of this pool.

Wm. L. Teutsch.



# The Producer's and Feeder's Share of the Market Lamb

Dr. A. F. Vass

Department of Agronomy and Agricultural Economics, University of Wyoming



DR. A. F. VASS

Dr. Vass, in making his address at the Colorado Springs Convention, presented charts showing how he obtained his cost of production and other figures. As these tables were presented in connection with an article prepared by Dr. Vass in the October, 1930, issue of the National Wool Grower, they are not repeated at this time.

THE producing and feeding of lambs is one of the most speculative agricultural enterprises that we have in America. The average monthly price of fat lambs, of the same grade, on the Chicago market has ranged from \$19.95 one year to \$9.07 the following year. Fat lamb prices in January one year may be \$5.00 per hundredweight above feeder prices the previous fall. Fat lamb prices in January may be \$1.00 per hundredweight below the price paid for the feeders in the fall.

Feeder prices as a rule do not vary as much as the fat lamb prices, but the producer has the element of weather to contend with which may send his production costs up 100 per cent in a single year. The climatical factors cannot be controlled, but the other factors that cause the extremes in the feeding and fat lamb end can, to some extent, be controlled.

The feeders, as a rule, suffered a heavy loss in 1929-30, but the producers also suffered a loss even at the prices that the feeder paid for the lambs. The severe winter of 1928-29 resulted in large death losses, heavy feeding, small lamb crop, and light wool clip. The above, combined with the low price of wool, made the lambs cost the producers in 1929

about 14 cents per pound. If all of the 1929 loss had fallen on either the producer or the feeder, the result would have been more disastrous to the sheep industry than it has been.

Lamb has always been a speciality product, commanding a premium over beef and pork, and it will probably long continue in a class by itself. A 15 per cent increase in production, above the amount normally consumed, means a drop of 50 per cent in the price of the product. I do not think that it is possible under existing conditions to produce lamb as cheaply as we can produce beef.

The average price of autumn lambs, on the Wyoming and other similar western ranges, from 1912 to 1930 was \$10.00 per hundredweight. The average price of the same fat lambs on the Omaha market during the first three months of the above years was \$12.80 per hundredweight.

During the last 18 years the feeders have been paying transportation and marketing costs, which in many cases amounted to transportation to the central markets, commission charges, and an additional charge for transportation to and from their farms, and were feed-

ing on a \$2.80 per hundred spread. The marketing charges on the lambs under the above conditions takes at least one-half of this spread, leaving \$1.40 spread on the lambs, to pay for feeding operations.

The average price of good feeder lambs on the Omaha market from October 1 to November 15 for the seven-year period 1923-29 was \$12.67 per hundred while the average price of the same grade of fat lambs three months later, January 1 to February 15, was \$13.52. This represents a spread of 85 cents per hundred pounds on the Omaha market. Some feeders purchased their lambs direct from the producer and used a feed-in-transit permit in which case their feeder lambs cost them less than \$12.67. Other feeders purchased their lambs on the Omaha market and shipped them out to their farms, in which case their feeder lambs cost them more than \$12.67 per hundredweight. When proper allowance is made for marketing charges, we find that the feeder received approximately \$12.67 per hundred for the gains put on in the feed lot.

The loss per head on lambs fed the past season was approximately \$1.50 per head where the feeders did not feed for

a long period, but sold their lambs before they weighed over 92 pounds. The above is not a cash loss for the feeder has been allowed interest on his money, fair wages for his labor, and a good price for his feed. Where the lambs were fed for a long period, and reached the late, weak market weighing 10 to 15 pounds more than good to choice lambs should weigh, the losses were more than \$1.50 per head.

Some reports on last year's feeding show losses of \$4.00 to \$5.00 per head, but in most cases they were combined with poor management and unreasonable feed prices. To charge the lambs on feed with hay at \$14.50 per ton, when it is the lamb feeding that has added the last \$4.50 per ton to the hay, is hardly fair. If farmers can secure \$14.50 per ton for their hay on the farm, I would not advise them to attempt to fatten any kind of livestock, but to sell the hay instead. The object of fattening is to secure a market for the the farm grown feeds and keep up soil fertility.

A careful study of the results secured in Wyoming, Colorado, and Nebraska show that the feed yard gains can be put on at about 13 cents per pound, and show a fair return for labor, feed and interest on investment. Some feeders will make excellent returns at 13 cents per pound gain while others will lose money.

#### Feed Costs and Gains

Feed cost per hundred pounds gain on 86 different lots of lambs fed on the substations in Wyoming from 1924 to 1929 was \$8.00. The feed costs per hundred pounds of gain on 56 different lots fed at the Colorado Station was \$10.41. The above differences in feeding costs at the two stations is due chiefly to the differences in values placed on the feeds. Alfalfa in Wyoming was valued at \$9.50 per ton, whereas in Colorado the value was placed at about \$13.80, or 31 per cent more. The cost of feeds per hundred pounds of gain was 30 per cent more at the Colorado Station.

The results of four years' sheep feeding tests, 1925-28, at the Nebraska Experiment Station show a feed cost of \$9.22 per hundred pounds gain and a gain of .386 pounds per day. Thirty-two lots of sheep were in the above tests. No beet pulp

was available. Alfalfa meal was priced at \$24.00 per ton in the first three years' tests, and alfalfa hay at \$15.00 per ton in the fourth year test. If the Nebraska feed prices and daily gains were reduced approximately one-third the results would be comparable with the farm gains and farm prices in western Nebraska and eastern Wyoming.

#### What is a Fair Charge for Feed?

The purpose of raising and fattening livestock is to secure a market for the feed crops grown on the farm. Crops are not grown for livestock feeding but rather livestock is fattened to make more efficient use of the crops. If sheep feeding in a region has increased the value of the feed in that region 50 per cent it would seem no more than fair to give the livestock some credit for that increased value in feed. If the farmers in our feeding areas do not feed cattle or sheep, their hay will probably sell for \$8.00 per ton instead of \$12.00. The feed prices which I have used do reflect to some extent this increased price due to livestock feeding. They are therefore higher than they should be when compared to prices for feed which will probably prevail in the same areas if feeding operations are curtailed, any one season. This is a point to which the feeder should give careful consideration.

The price of cottonseed cake represents the average for the 1925-29 period. The price of grain and alfalfa is based on the figures given in Colorado Bulletin No. 353 and represents the years 1922-27. The price of \$1.82 per ton for wet pulp is based on the factory price plus a fair wage for hauling. The above prices will vary in the different sections. The present outlook for farm crop prices for the coming year indicate that the above prices are plenty high.

That practical feeders cannot secure as good gains as are secured by experiment stations is a well recognized fact. A survey made in Goshen County the past season shows what a good feeder should expect in the way of returns, and the results will apply to other feeding sections when proper allowance is made for the variations in feeds and feed prices.

The following ration is well adapted to the sugar beet areas:

#### Lamb Feeding in the Sugar Beet Area

| FEED            | Daily Amount | Daily Cost | Price Per Unit  |
|-----------------|--------------|------------|-----------------|
| Cottonseed cake | .20 lb.      | .480c      | \$48.00 per ton |
| Grain           | .70 lb.      | .889c      | 1.27 per cwt.   |
| Wet pulp        | 4.00 lb.     | .364c      | 1.82 per ton    |
| Alfalfa hay     | 1.50 lb.     | .862c      | 11.50 per ton   |
|                 |              | 2.595c     |                 |

Station tests on rations similar to the above show gains as high as .38 hundred pounds a day, but under farm conditions a gain of one-fourth pound per day is a satisfactory one. Station yields and gains as a rule run considerably higher than those secured on the average farm.

Dry pulp may be substituted for wet pulp. In those regions where by-products from the sugar beet industry are not available the grain and hay may be increased, or silage substituted for pulp. The grains may be slightly less but the costs per gain will be about the same due to lower hay prices, which prevail in our western regions that are some distance from sugar refineries.

A Colorado banker and a recognized authority on financing the lamb feeders suggests a 50-50 basis in which the producer supplies the lamb and the feeder takes care of all feeding and marketing costs. They would both share equally in the final selling price of the lamb. This would be a fine arrangement if the wool grower could produce lambs for 6 cents a pound. A 60-pound lamb at 6 cents per pound would cost \$3.60. The total cost of the fat lamb at market would be \$7.08. The feeding and marketing cost is \$3.48 compared to \$3.60, the original cost of the lamb. The cost of the fat lamb to the feeder is \$8.58 per hundred-weight. It has been suggested that any increase above this price be split 50-50 between the producer and the feeder.

When the feeder lambs are sold at six cents the producer loses four to five cents per pound or \$2.40 to \$3.00 per lamb, providing wool is worth 32 cents per pound. It would seem no more than fair for the producer to receive all increase in price above feeding cost, in so much as he has already taken a heavy loss.

(Continued on page 46)

# Around the Range Country

## WYOMING

**T**EMPERATURES averaged near normal until the closing week, then chinook weather east of the Continental Divide held values to almost record breaking points over that section. Sunshine was also abundant. Snowfall improved range conditions, for after it melted moisture was available. The yearlong range is practically all open, and livestock have wintered exceptionally well as a rule, though feeding has been rather heavy in the southwestern portion. The higher slopes and valleys are still under snow.

### Lander

The weather is, (January 31), and has been, perfect all winter. There has been very little snow and the coldest temperature recorded was twelve degrees below zero in December.

The winter range has been better than usual, and not so much feeding has been necessary this year. We usually feed about 80 per cent of our sheep corn or cottonseed cake along with the range forage they get. Six dollars is the price being paid for alfalfa in the stack, and \$12.00 when it is baled and delivered.

Sheep losses have been much smaller than usual.

L. W. Hudson

### Lander

There has been no winter weather up to this time, (February 1), in Fremont County. Sheep are in top condition, and although some localities are short on snow, there is plenty of feed on the range in most sections.

No sheep have been fed on the range, which has cut the winter expense considerably in comparison with other years, but even with much lower expenses, there can be no profit at the present prices of sheep products. Hay in the stack is priced from \$4.00 to \$6.00 a ton.

More ewes were bred to lamb this year than in 1930, and on account of the extra good weather during breeding season, there should be a large lamb crop.

Sheepmen here are just beginning to appreciate the value of the National Wool

Marketing Corporation. It looks like a big year for the Co-op.

The advertising of lamb is a move in the right direction. Something must be done to get the people in this country to taste lamb. When they have once done so, they will continue to do so. There is no better meat. If but a fraction of the per capita consumption of lamb in other countries could be had here, we would be unable to supply the demand.

Frank L. Hudson

## Rock Springs

There have been no severe storms up to the present time, (February 6), and sheep are wintering fairly well.

Feed has been fair on the range; losses have been about on an average, and the feeding expenses about normal.

There are about 5 per cent more lambing ewes in this district this season.

J. W. H.

## MONTANA

Chinook weather has made this a very mild and favorable month, as far as temperatures are concerned. Some sections broke all previous records for high temperatures in January, thus breaking up the ice harvest. Livestock feeding has

been light, and both cattle and sheep have done fairly well. Light to moderate snowfall has occurred, most of which soon melted, but left plenty of moisture for soil and livestock. Pastures and ranges, however, are short, from last fall, and thus range conditions have not been the best, and some extra feeding was done.

### Geraldine

As far as range and sheep conditions are concerned, we have had a wonderful winter so far (February 6). There has been scarcely any snow at all, and it has not been necessary to feed any sheep yet.

Sheep, and in fact all livestock, are in good condition, with about the usual number of sheep being wintered as in years past. Very few men, if any, are starting in the sheep range business this year.

C. Clarke

### Ossette

The fine snow has about disappeared and the grass is very short in this section. Winter range feed has only been fair, and as there was a poor crop of hay last fall, our feeding expense has been much greater than in 1930. We depend on the range for feed for about 65 per cent of our sheep. We have had to pay \$20.00 a ton for alfalfa baled and delivered.

I think a few more ewes were bred to lamb this year, but there will be no very great increase.

While there are apparently only a few coyotes in this district, they are quite busy. I would like to suggest that a law be enacted providing penalties for people who catch coyotes and tame them. These animals either get away or are turned loose and are the worst pests that I know of. A neighbor of mine did this, and as a result I am out several sheep. Such coyotes will not come like the wild ones, facing the wind, but generally the reverse. My idea is that the people who take these coyotes should be responsible for the damage they do.

Ed. Carrel

**T**HE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of January.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.



**OREGON**

Moderate temperatures were recorded generally, especially after the first ten days. Rain and snow have been ample for soil and range needs, and livestock have done fairly well. Pastures made good winter growth in western valleys, and considerable quantities of forage were available in eastern sections, where snow is the source of moisture. Lambing has begun in the southwest.

**Haines**

It has been an ideal winter to feed, with even, cold temperatures and few storms. There is no winter range here, but feed has been cheaper than for years and of good quality. Stacked alfalfa has been costing us \$7.00 a ton; baled and delivered, \$10.50.

Sheep losses have been less than usual. Coyotes in some sections are very bad.

N. E. Dodd

**IDAHO**

Mild to warm weather prevailed much of the time, with only a few cold nights, more especially in the southern portion. Occasional snows or rains have kept moisture perfect in most grazing sections. These conditions have been favorable for livestock feeding, and for the thrift of all animals; thus all livestock are wintering in good shape. Forage and feed are plentiful, and snow cover is present in most valleys.

**Malad**

This has been a long, hard, cold winter. Feeding started a month earlier than usual, and it has taken an immense lot of hay, but there is an ample supply.

Lambing will start February 20.

Predatory animals are on the decrease here in northern Boxelder County, thanks to the splendid work of the Biological Survey, both in poison campaigns and trapping. They have just about done for "old man coyote", both on our lambing range and in the forests.

Frank Clarke

**Mackay**

It has been a cold and dry winter with a very small amount of precipitation, only a light snowfall in the mountains. There

has been good feed on the winter range, although the snow has been a little too heavy on the desert, and additional feeding has been necessary there.

About the same number of ewes were bred this year in most instances, although in a few cases there has been an increase.

Alfalfa hay in the stack can be purchased at \$7.00 to \$8.00.

I think the coyotes are decreasing under the poison campaigns conducted by the Biological Survey and the wool growers.

S. F.

**WASHINGTON**

The weather has been mild, especially toward the close of month, thus favoring livestock, and the growth of pasture in the western portion. Precipitation has been frequent, though not heavy, being rain in the west and rain and snow in the eastern counties. The wheat areas are mostly bare without frost in the soils. Livestock are in satisfactory condition.

**Yakima**

You can't imagine what nice, clear weather we are having. Here, the last of January, the days are long and warm and the grass is growing, so it looks very favorable for at least a good spring.

H. Stanley Coffin

**McCall**

Many sheepmen are now lambing in the Yakima Valley. We do not start lambing here, however, until March. About the same number of ewes were bred this year as last.

Weather conditions have been very good this winter, so no hay has been fed to the sheep in this part of the state. As a result, the sheepmen have been saved some expense. We had green grass in the fall, and on account of the mild winter, the grass is coming now (February 7).

There has been little loss among the sheep, and as grains have been cheaper the feed expenses will be less than in other years.

Coyotes have not bothered us, although there are many on the range.

S. Etulain

**NEVADA**

The foggy weather in Utah gave way in Nevada to sunny days, bringing daytime temperatures appreciably upward and favoring livestock and outdoor work in general. The snow is mostly gone at the lower levels, and southern sections are in need of snow for livestock moisture, though the forage is good and conditions are still rather good. The northern ranges are dry, and streams mostly frozen. However, livestock have done very well nearly everywhere. More or less supplemental feeding has been necessary, partly because of the drought, and partly because of cold weather at night.

**Gardnerville**

The winter range was very good up to December 1. It was overstocked, however, and the continued dry and cold weather since then has reduced its feeding value.

Sheep losses have been very light this winter and feeding expense has been less. Alfalfa for feeding out of the stack can be had for \$6.00 to \$8.00 a ton. About one-half the sheep handled in this section are fed during the winter.

There will be more ewes lambing this season.

D. W. Parke

**UTAH**

Excessively cold weather continued as in December, with but little let-up. Foggy weather was also prevalent, depositing its frost on the desert forage to the detriment of most range flocks. The steady cold tended to produce a gradual depreciation of livestock, and necessitated more or less supplemental feeding. But flocks and herds in domestic corrals on feed are still in satisfactory condition. Snow cover has remained in western Utah, but from Carbon County southward the ground is bare and snow is much needed, though a good storm occurred in southwestern Utah on January 31, and February 1.

**COLORADO**

The weather has been unusually good for livestock throughout the valleys of both eastern and western Colorado, as in

(Continued on page 44)

## The Boston Wool Market

FURTHER declines in domestic wool values have been noted since the New Year came in. Persistent drives have been made at the market by both top-makers and mill men, and it is believed that some impression has been made upon the morale of the wool trade. Nor can it be said that the independents have been alone in meeting this situation. Approximately 12,000,000 pounds of domestic wool have been sold in the Boston market during the month of January, various estimates running all the way from 10,000,000 to 14,000,000 pounds. It is manifest from this that the cooperatives have been getting their share of the new business.

It is equally certain that they have had to meet the market and sell at the going prices of today. One needs to have only the slightest contact with buyers for either topmakers or manufacturers to know that their attitude is one of persistent depression. There is nothing altruistic about the wool business. If anyone pays more for his wool than the going rates he is certain to be swamped in the wave of competition under which the wool textile industry has been submerged during the past year or two. This competition was never keener than today. Constant effort is being made to depress prices. It is a common remark in the various houses that much more wool could have been sold if they had been able or willing to accept some of the low bids current during the month.

The ancient shibboleth that manufacturers can not afford to have a slump in prices at this time, on account of the possible adverse effect upon the New York goods market, no longer faithfully describes the situation here. Competition is too keen. The keynote of the present situation is to be found in the way that the movement of tops has been developing. This is an entirely new feature of the industry, but many believe that it has become permanent, as long as goods buyers persist in their present attitude of hand-to-mouth buying.

It was perhaps inevitable that something of the kind should have become a

fixture in market practice. It began with the retailers and has now worked all the way up through the industry, until at last it has reached the point where the wool trade is left alone to carry the burden of surplus stocks. It has been a matter of frequent remark of late that manufacturers are not doing their share in carrying this burden. It is understood that mill stocks of wool are at an extraordinarily low point.

Some well-known factors in mill circles have been known to figure that they were making money by refusing to buy wool more freely, even if now and then a small order was lost by the resulting unreadiness. What about this matter of declining price? Here is the answer as developed in the "deadly parallel column":

### OHIO WOOLS—IN THE GREASE

|                                   | Jan., 1929 | Jan., 1930 | Jan., 1931 |
|-----------------------------------|------------|------------|------------|
| Fine Delaine .....                | \$.46      | \$.35@.36  | \$.29@.30  |
| Half-blood Combing .....          | .51@.52    | .40@.41    | .28@.29    |
| Three-eighths-blood Combing ..... | .56@.57    | .41@.42    | .26@.27    |
| Quarter-blood Combing .....       | .55@.56    | .40@.41    | .25@.26    |

### TERRITORY AND TEXAS—CLEAN BASIS

|                                  | Jan., 1929  | Jan., 1930 | Jan., 1931 |
|----------------------------------|-------------|------------|------------|
| Fine Staple .....                | \$1.12@1.15 | \$.85@.87  | \$.65@.68  |
| French Combing .....             | 1.05@1.08   | .75@.80    | .60@.65    |
| Half-blood Staple .....          | 1.10@1.12   | .83@.85    | .60@.65    |
| Three-eighths-blood Staple ..... | 1.05@1.08   | .82@.85    | .53@.55    |
| Quarter-blood Staple .....       | .95@1.00    | .72@.75    | .48@.50    |
| Texas Twelve-months' .....       | 1.10@1.12   | .80@.85    | .65@.68    |
| Texas Eight-months' .....        | 1.05        | .75@.78    | .62@.63    |

The above is not a good basis upon which to build up a big movement in wool for investment. However, unpalatable the statement may be, wool buying during the past two years has been at all times an exceedingly risky speculative move. Nor can it be said that the above figures have been fixed to suit the argument. If anything, they are on the conservative side. It is believed that lower prices have been named to buyers than have been reported, with no way of checking up on them.

It must be said, however, that steadily declining prices are by no means peculiar to this country. It is a world condition, which has come to be even more burdensome in the great wool-producing countries in Southern hemispheres than here. Needless to say that the Hawley-Smoot tariff act is the sole bulwark which the wool growers of the West have against the lowest range of prices which has been

known since the production of wool became a great national industry.

As to the consumption of wool by American mills, something may be pertinent at this time. According to the figures given out by the United States Department of Commerce, the consumption of wool by the mills in eleven months to November 30, 1930, was 351,460,168 pounds. As some of the largest mill units make no report to the Department of Commerce, 20 to 25 per cent must be added to the above figures. The First National Bank of Boston estimates the total consumption for these same eleven months at 390,000,000 pounds.

On the other hand, substantial allowance must be made for the consumption of carpet wool, which is not produced in this country, but which is included in the government figures. In the year 1929, the consumption of carpet wool in this

country was 156,000,000 pounds and the importations 164,700,000 pounds. A late estimate gives the use of carpet wool for the eleven months of 1930 under review, as 130,000,000 pounds, so that the consumption during the same period of wool suitable for clothing purposes, using the figures of the First National Bank of Boston, was 370,000,000 pounds.

Just what proportion of the combing and clothing wool consumed was domestic and what foreign is difficult to say, but it believed to be made up of approximately 80 per cent domestic and 20 per cent foreign. The concrete fact to be drawn from these figures is that unless the consumption of wool by American mills is largely increased in the near future, there must inevitably be considerable competition between holders of domestic wools.

Worsted wools have continued to hold  
(Continued on page 43)

## Lamb Market Conditions and Prices in January

### CHICAGO

**B**OTH lambs and sheep made net gains of about \$1 per hundredweight between January 1 and February 1. A series of somewhat spectacular flashes marked the upward movement, every notch being strenuously resisted by killers. At the inception of January \$8@8.50 bought the bulk of the lamb crop; toward the close it was a \$9@9.50 trade, efforts to make the latter figure a deadline failing. Various bullish factors were operative, but not until supply showed a moderating disposition was it possible to cross the \$9 barrier. On the initial excursion above that figure the setback was prompt, growers deluging the market, but a time came when such response did not occur and values continued rising. The dressed market performed creditably, with the exception of a few brief intervals; eastern orders exerted an influence; the native crop ran out and, late in the month, a measure of order emerged from previous chaos. An era of good feeling actually developed, killers accepting the inevitable turn of the tide while every 25 cents added to the price put a little more money into feeders' pockets.

Trade psychology improved when the turn of the road had been definitely reached. When packers, shippers and city butchers got into active competition, buying for numbers and relaxing discrimination against weight, it was evident that the jig was up. The struggle to keep the market below an 8½ cent basis was not relinquished, however, while resistance was possible. This resistance was responsible for a series of somewhat wild fluctuations in which the rising trend of values was always in evidence. When any market rises above its previous "high" on the succeeding rebound, refusing to decline to the previous low on subsequent reactions, a tyro can detect in which direction it is headed, even though it may not travel far.

Features of the month were:

A narrow spread between heavy and light lambs.

Broad demand for finishing stock.

Packer buying of lambs in merely decent feeder flesh.

Expansion of eastern demand to a volume where it dominated prices.

Disappearance of packer-fed and substantial reducing in visible supply of contract-fed lambs.

Dwindling receipts at eastern markets, which, in turn, sent an increasing volume of orders to Chicago and other western points.

Arrival of a time when 25 to 50 cent advances no longer insured gluts.

A consistently acting dressed market.

Scarcity of fat sheep, mainly ewes, which put prices up sharply.

Practical disappearance of the 1930 crop of native lambs, most of this stuff carrying weight.

Scarcity of well finished lambs below 90 to 92 pounds, most of the light lambs lacking condition.

When the bulk of the crop sold at \$8.00@8.25 packers were sparing buyers; from \$8.50 up they wanted numbers.

Low grade lambs were scarce and not subject to violent fluctuations.

Light receipts at all eastern markets after the middle of the month.

Practically the entire January crop made cheap gains and paid out.

The dressed market ran an even course. At the end of January choice carcasses wholesaled at \$18.50 to \$20 in Chicago; good, \$18 to \$19; medium, \$16 to \$18, and common, \$14 to \$16. At New York choice sold at \$19 to \$21; good, \$18 to \$20; medium \$17 to \$18, and common \$16 to \$17. Heavy carcasses, 46 to 55 pounds, sold at \$14 to \$17 in Chicago; \$15 to \$18 in New York. Mutton carcasses, 70 pounds down, wholesaled at \$6 to \$11 in Chicago; \$7 to \$13 at New York.

Probably the outstanding feature of interest was the effective manner in which somewhat generous production was absorbed. At no time was congestion in evidence, in fact, no complaint on that

score was heard from killers and that element has a reputation for prompt squawking when under the necessity of making sales on a minus profit basis. This condition was all the more reassuring as other foods were abundant and cheap with the exception of beef. An enormous supply of hogs drove cost down to \$7.50, filling fresh meat channels; eggs and poultry went on a bargain counter, and fish sold for a mere song. The biggest cod catch recorded on the Grand Bank of Newfoundland set all New England eating its favorite dish. Interior lakes and streams were industriously fished by an unemployed army, its surplus catch going on sale in small towns; also rabbit hunting has never been more vigorously prosecuted, the market being glutted with edible results. All things considered lamb did well.

It may have been merely a coincidence, but the moment packer-fed lambs ran out, packer price domination ceased. Whatever may have been the object of this operation it did not figure profitably as the incidental expense was heavy. All the necessary feed cost real money, feed lot owners exacted a profit, and a labor bill had to be reckoned with. On the other hand most of the farm-fed stuff was fattened on home-grown feeds, no rents were involved and labor was offset by fertilizer value. Packer feeding may or may not have retarded the advance, but it is significant that when they were gone the lid blew off.

Colorado was not a supply factor in January, whereas a year ago it loaded heavily during that month in an effort to beat the impending break. Colorado and western Nebraska filled up late last fall, a fortunate circumstance as it afforded packers and contract feeders east of the Missouri an opportunity to clear their decks.

Big lambs held up well. Feeders fought shy of that type during the fall replacement season and as there was a general disposition to take the short route to market they did not run into weight.



The trade can always use a modicum of lambs weighing 95 pounds up and as no surplus appeared on this occasion, they proved to be a good feeding proposition, selling 50 to 75 cents per hundredweight under tops. A considerable number of lambs weighing around and over 100 pounds realized \$8.50@8.75; 98-pounders reaching \$9.00, when the top was \$9.25. Big lambs, when not severely penalized, fetch as much or more money per head, feed faster, show lighter death loss, and if bought right, are good investment. This year they gave a good account of themselves.

Revival of shipping, or eastern demand was the real price boosting factor. When such markets as Jersey City, Buffalo, Pittsburg, Cleveland and Detroit are full of lambs, shippers are out at Chicago and other western points, packers dictate prices and the trade gets into a rut. One lamb at eastern points does more damage to prices than a quartet at Missouri River markets. Not in ten years past was the January run in the East as light as this year. Few westerns went into that area last fall, owing to drought, and when the residue of the native crop had been cleaned up competition immediately centered at Chicago and other western points.

A large number of lambs came out of Dakota wheat fields where they did well, reporting at the market in excellent condition. Montana and Idaho also contributed a generous sprinkling of barley-alfalfa feds. The Dakota delegation was mainly contract feeding.

A year ago the lamb market was headed in the opposite direction, winding up the season calamitously. At the corresponding period of 1930, specifically February 1, top lambs were worth \$13.50 on the Chicago market, the bulk selling at \$11.75@13.00. In 1929 the top was \$17.65; bulk, \$16.10@17.25. In 1928 the top was \$15.00, the bulk selling at \$13.50 @14.75. In 1927 the top was \$13.40; in 1926, \$15.75 and in 1925, \$18.90. These prices sound fabulous in view of current market events, but such is the record. Top ewes declined from \$10.50 in 1929 to \$5.00 this year.

The year 1930 was one of record slaughter and record consumption. Compared with 1917 the increase in slaughter was 7,345,576 and with 1922 the gain was 5,767,629. This verifies the axiom that production follows prices.

J. E. Poole.

#### ST. JOSEPH

**S**HEEP receipts for January are around 127,000 compared with 109,820 last month and 165,004 during January, 1930. Receipts for the month were from a wide area, coming from Colorado, Texas, Oklahoma, Idaho, Wyoming, Oregon, Utah and nearby states. Of the month's total around 75,000 were from Missouri, Iowa, Nebraska and Kansas.

While the lamb market for the month was uneven, prices gradually worked higher, closing values being 75@ \$1.00 higher on all kinds. Near the close, top wool lambs reached \$9.00, but \$8.90 was the closing top. Clips were quoted up to \$8.50, or better on the extreme close. Feeders sold \$7.75@8.25 on late days. Aged sheep close around \$1.00 higher for the month. On the close best ewes sold \$4.50@4.60, wethers \$5.25@6.75 and yearlings \$7.50@7.75.

H. H. Madden.

#### KANSAS CITY

**J**ANUARY was able to uncover a \$9.00 top for lambs and with but one exception hold an \$8.00 and better top every day of the month. Though unable to compare favorably with prices for the past fifteen years, the January market was the highest of the winter season thus far. In 1915 the top for lambs was \$8.75, but until this month it had not failed to develop \$10.00 or better. The January average was around \$1.00 higher than the December level and the high point of the month was nearly \$2.00 above the low point of the season.

December closed with best lambs selling at \$8.00. Within a week prices rose 50 cents then got a setback in the next seven days and a subsequent rally of \$1 uncovered prices ranging from \$8.75 to \$9. On the close with a slight setback from the high point the top was \$8.75. The fluctuations in prices and the ability of



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**Salt Lake City, Utah**

salesmen, following each slump, to force slightly higher levels than the preceding high point, gave general encouragement. Conditions are favorable for a further advance next month. In nine out of the past fifteen years the February prices have averaged higher than the January levels. That the market was able to advance \$1 in the past thirty days, under liberal receipts, is encouraging and leads to the belief that there will be a further advance in February.

The principal factors that will control from now on are industrial conditions and the available supply. Many are hopeful and some claim an improvement in the employment situation. More men are at work now than at any time in the past thirty days. Spring activities hold some promise of stimulating employment. There is every indication that wool will be no lower and it may be higher. As to the supply the government estimated 13 per cent fewer sheep and lambs on feed January 1 than on the same date last year, and the January marketings were larger than last year, so that the actual supply on feed underwent a further decrease. There has been less than normal replacement in feed lots, notwithstanding that there was a fairly liberal movement into some western feeding sections. The supply of fed lambs for the next two months will be short of a year ago, and with prices still sharply lower than a year ago, there is ample incentive for an advance.

In the past month average weight of lambs has been above normal. A large number of 95 to 100 pound grades have been offered. At the rate the heavy lambs have been moving there has been a good clearance of those that went in as heavy feeders. Native lambs and western lambs fed in this immediate trade territory have been cleaned up closely and from now on the Kansas City market will have to depend almost entirely on western fed grades. Those that have lambs on feed, especially light weights, are in a strong position. It will be 75 to 90 days before the earliest spring lambs are available, in appreciable numbers, and from now until then fed grades will have to meet the demand. With but few exceptions feeders have had favorable

weather, and feed prices have been much lower than had been anticipated. On the whole it looks like full fed lambs are going to make a fairly good profit.

The price spread between shorn and wool grades which has been unusually narrow all season has broadened some. Light and medium weight grades are bringing a slight margin over heavies, and the difference will probably broaden as the season advances. If feeders will keep moving supplies as fast as they round into condition, the general market should have a healthy tone. If too many are held back for the late season some congestion may appear in outlet channels.

Prices for fat sheep kept in line with the advance in lambs. Yearlings sold up to \$7.75 and fat ewes up to \$4.75. The top prices were paid late in the month and were about \$1 higher than in December. Offerings of fat sheep were not so large as had been expected and no heavy runs are anticipated at any time in the next few months. Some Texas wethers at \$4.50 to \$5.50 were about the only offerings in that class.

January receipts, 165,915, were 19,500 larger than in the same month 1930, and the largest in any January since 1917 when 174,466 head were reported. Receipts in January, 1929, were 161,413.

C. M. Pipkin.

#### OMAHA

**A**DVANCING prices, in the face of relatively heavy receipts at nearly all the leading markets, featured the January trade in sheep and lambs. At Omaha the run was the second largest in history for the month, footing up approximately 261,000 head. This was also the heaviest for any month since last October and 33,000 more than were received during the corresponding period of 1930.

Buoyed up to a considerable extent by broad demand for lambs on shipping account, the trade displayed the strongest undertone that it has shown since last summer, even though receipts were abnormal. Prices started to advance early in the month and, while meeting with periodic reversals, climbed gradually to levels that, at the close, were the highest

(Continued on page 40)



Briggs "2025"—First Prize Yearling Rambouillet Ram at California State Fair, 1930.

**Wm. Briggs**  
Dixon, Calif.

We  
Produce  
a High Type  
of Rambouillet

**A Choice Lot of Ewes and Rams for Sale  
At All Times**

#### ROMNEYS

Three great imported rams will breed our 180 registered ewes this season.

#### SOUTHDOWNS

Heading our flock is an imported Luton Hoe ram of outstanding type and quality.

#### HAMPSHIRE

Our small flock of quality ewes will be bred this year to a proven sire, the International Senior Champion in 1925.

#### BROWNELL RANCH

E. E. Brownell, 674 Mills Bldg., San Francisco  
W. R. Hesselkus - - - Woodland, Calif.

#### FOR SALE

Registered Hampshire Ewes  
Ones and Twos  
IN LOTS TO SUIT

#### COMSTOCK & BAIRD

Box 295 Lincoln, Calif.

#### DRIED FRUIT

Prunes, Apricots, Peaches, Figs,  
Pears, Walnuts, Etc.

MANY GRADES

#### HOMER WRIGHT

Geyserland Farms Calistoga, Calif.

## Pure Blood Rambouillet Rams

Carload Lots

Oldest pure blood flock in Arizona. Large bone, long wool type, range raised, good feet. Winter range one thousand feet elevation. Summer range eight thousand feet.



For prices write or wire.

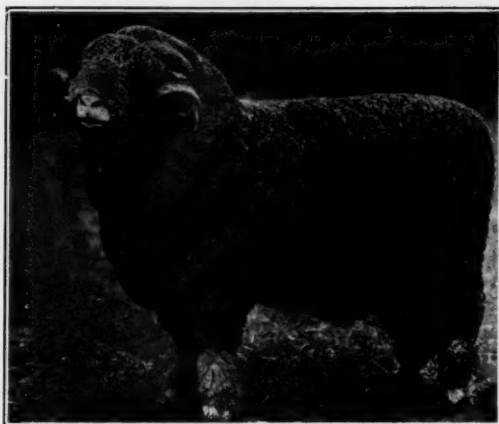
**T. J. HUDSPETH**

Sellman, Arizona



# KING BROTHERS COMPANY

LARAMIE, WYOMING



CHAMPION RAMBOUILLET RAM  
1929 Season



Breeders of  
Rambouillet  
and  
Corriedale  
Sheep



CHAMPION CORRIEDALE RAM  
1929 Season

Undeclared at Wyoming State Fair, Ak-Sar-Ben Stock Show, American Royal  
and Chicago International, 1929, and Denver Stock Show, 1930.

STOCK OF EITHER BREED SOLD SINGLY OR IN CAR LOTS

## ROMNEY SHEEP

**Flock Masters!**

New Zealand can supply your needs in this direction.  
Our Romneys hold the world's Championship.

Do you want to get  
the best possible re-  
turn per acre from  
your flock?

**IF SO, USE  
ROMNEYS!**



A Typical New Zealand Romney Ram

Do you want to get  
top market price for  
your Meat and Wool?

**IF SO, USE  
ROMNEYS!**

*Send for literature*

**New Zealand Romney Sheep Breeders Association**

The Secretary—P. O. Box 40, Feilding, N. Z.

(INCORPORATED)

## MT. PLEASANT RAMBOUILLET FARM

### THE MADSEN TYPE

The most profitable sheep raised are the big boned, fine wooled, smooth Rambouillets. They are longer lived, heartier, more easily handled, and will net more money, year after year, than any other breed of sheep.

They are the foundation stock and are ideal for the small farm and the big range herds.

This type of Rambouillet is raised on the Madsen ranch and is for sale at all times.



"LEADER"  
Topped the 1930 National Ram Sale

Our 1930 Rams are the best we have ever had.

Always have something for sale—Registered Ewes and Rams, single or carload lots.

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SPECIALTY

Correspondence  
Solicited

P. O. Box 219

**JOHN K. MADSEN, Prop.**  
MT. PLEASANT, UTAH

Telephone 174

## Mountain Raised Rambouillets



This is the head sire in our Rambouillet flock. He is the son of "I-Am", the \$2,000 lamb, that topped the 1929 National Ram Sale. Purchased by us from J. K. Madsen.

For the 1931 trade we have some very promising yearling rams sired by him.

**ALSO 1500 GOOD RANGE  
YEARLING RAMS**

**GILBREATH BROS.**  
MONTE VISTA, COLORADO

## Portable SHEEP TENTS

Will Save Your Lambs



Made by  
**THE SCHAEFER TENT &  
AWNING CO.**  
Denver, Colo.

ALSO MAKERS OF CANVAS CORRALS

## MR. SHEEPMAN: Lamb Heaters

Many hours are spent around the bedground early in the morning trying to revive chilled lambs by sage brush fires or waiting for the sun to come out. Very often they are lost after all efforts to save them. By thawing them out at once in a Gibbs Lamb Heater you save that reserve strength which they are born with, and save yourself much time, grief and loss. Quickest method yet.

## Wild Animal Scaraways

Several Gibbs Wild Animal Scaraways scattered around through your lambing camp will protect your small bunches of ewes and lambs and save you a lot of unnecessary loss. The Scaraways shoot Special Fire-Crackers and Flares and have a continuous scent that is objectionable to all wild animals.

Anyone can operate these devices and they will pay for themselves many times over during one lambing season. Used by a large number of outfits, large and small, and have proven to be of inestimable value. It pays to be prepared.

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PARTICULARS

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ROCK RIVER, WYOMING

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on every saddle or harness. Buy direct from the factory. No middleman's profit. Send for free catalog—make to consumer. *Judson's Boots at Lowest Prices*

**The FRED MUELLER  
SADDLE & HARNESS Co.**  
429 Mueller Bldg. DENVER, COLO.

since last August and as much as 75 cents over the end of December.

From an opening top of \$8.10, with the bulk at \$7.75@8.00, the upturn carried the high money to \$9.10 on the 29th and most sales on final rounds fell within a spread of \$8.50@9.00. Other things being equal, the few native lambs that arrived sold right along with the fed westerns. Not enough fed shorn offerings were marketed to establish definite quotations.

The volume of shipping demand was almost a month ahead of a year ago. A good share of the time it proved broad enough to absorb from one-fourth to one-third of total receipts. A steady improvement in quality was instrumental in attracting outside orders for lambs to this point.

Feeders were fortunate in having this competition to help them out. If packers' actions meant anything, the price trend would have been reversed had they had their way. As it was, they fought every advance and at the slightest opportunity bore down on live prices. A number of upturns were followed by a break as soon as order demand eased. As a result, the market fluctuated considerably, particularly in midmonth. Variations, however, seldom amounted to more than 25 cents and, as mentioned before, the long-range trend was steadily towards higher levels.

By the end of the month western Nebraska and Colorado feeders were commencing to send in a few lambs. This month will probably see them coming right along, with the peak movement in March and April.

There seems to be a growing inclination among these men to send in their lambs as they reach market weights and condition. If the practice becomes general it will aid greatly in stabilizing the market. Incidentally, packers continue to emphasize the fact that the most desirable "market weights" this season will be under 90 pounds; not over.

Although bullish sentiment seems to be growing in some quarters of the trade, it still does not seem that there is much cause for feeders to break out in ecstasy over the future. Nor is there much apparent reason for their being overly pes-

simistic about this. There is a very good chance that they will get out from under in good shape this season but it appears highly improbable that anyone is going to emerge next spring a "got-rich-quick Wallingford."

K. H. Kittoe

## PACKAGED MEATS

THE paragraphs printed below are taken from Swift & Company's 1931 Year Book, just recently distributed. The "quick freeze" method of handling carcasses at the packing plants which makes possible the shipment to retailers of fresh meat already cut up, wrapped and ready for sale to consumers instead of the entire carcass to be cut up by the retailer was presented at most of the conventions last year by Mr. F. M. Simpson of Swift & Company. There have also been displays of these packaged meats at some of the recent gatherings of sheepmen, including the National convention at Colorado Springs. The report made by Swift & Company is of the present status of this new departure.

More recently still, Swift & Company has been packaging fresh meat at its plants. The purpose of this pioneering work is twofold: first, to make available to consumers the finest qualities of meats in convenient packages; and, secondly, to reduce the costs of meat distribution.

Where the work of cutting and packaging is done at the plant, substantial economies can be made in the utilization of fats and trimmings that are frequently wasted. Economies can also be made through mass operations which would not be possible in the retailer's shop. Finally, important savings in freight and distribution expense would be effected if it were possible to supply each market with the particular kind of meat it required, rather than with whole sides.

From the retailer's point of view, the handling of packaged meats under our well-known brands simplifies his selling problem because he knows his costs, and he is relieved of the distribution losses that normally result from shrinkage and trimming.

The future of packaged meats depends largely upon the rate at which retailers provide themselves with the kind of refrigerating equipment necessary for proper handling. Some progress has already been made along this line, but it is only a beginning. So far as the work of selecting, cutting, and packaging is concerned, Swift & Company's experience to date clearly shows that these operations in central plants are entirely practical and a step in the direction of waste elimination in the marketing process. More than that, the economical marketing of meat in attractive and convenient packages should be the means of inducing more people to eat more of this healthful, stimulating food.



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SALT LAKE CITY, UTAH  
J. R. YOUNG, Mgr.

## Headquarters for Stockmen

More Sheep bought and sold in the Cullen Hotel than in any hotel in the United States.

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**Bloodless—Safe—Sure—Quick—Sanitary—Humane Castration**



Eliminates dangerous insensate jack-knife method. Proved best, easiest, quickest way to castrate.  
**BULLS—CALVES—COLTS—LAMBS—** Severs cord without open wound. Two sizes.  
**LITTLE GIANT** for use on lambs—18 1/4 ins. \$9.50 long, black Japan finished.  
**BIG GIANT** 16 ins. long, for larger animals. Big Giant equipped with the NEW Twin Bearing Toggle Joints, "Pat. Applied For." has round handles and is finished in silver aluminum. Rust-resisting \$10.50  
Prepaid with instructions—Send check, or will ship C. O. D. Satisfaction guaranteed or money back.  
A. S. LOUD & CO., 590 West Lake Street, Chicago

### EAR TAGS

Write for exceptional offer to introduce our New SALASCO Clincher.

**LEVERAGE LEVERAGE**  
No other clincher has its POWER and EASE of operation.



Send for Free Samples

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ROOMS WITHOUT BATH  
\$2.50 PER DAY  
WITH BATH \$3.00 AND UP.



"The very best of everything at sensible prices"

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The National Wool Grower still offers either a Stockman's Knife or the Regulation Boy Scout Knife (both Remingtons) for two new subscriptions at \$1.50 each. The Hawkeye Monkey Wrench is given for one new subscription.

## National Wool Grower

509 McCormick Building  
Salt Lake City, Utah

# The Perfect Branding Liquid



- Will brand a wet sheep equally as well as a dry one.
- Will stay on the sheep's back as long as required—through any weather, wet or dry, hot or cold if properly applied.
- Will dissolve from the wool in the ordinary scour.
- Will not mat the fibres or injure the wool.
- Will permit the sheep being dipped and then at once branded, or vice versa.
- Will brand more sheep per gallon than any other branding fluid.

Black—Red—Green

Ask Your Dealer or Write—

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Bend-Baker Co., Roswell, N. M.  
Marshall Wells Hdw. Co., Billings, Great Falls, Spokane, Portland.  
Monte Vista Hdw. Co., Monte Vista, Colo.

### WEST TEXAS CONDITIONS

**T**HE month of February opened with a period of uncertainty in the minds of the sheepmen of the Southwest. Traders were working here and there to establish a market on sheep of all kinds, but transactions were few.

The prime speculation of the sheep business, the yearling ewe out of the

wool in June, has been the subject of a good many efforts at trade, and some have been made at \$4.00 a head. Texas did not sell out its yearling ewe crop last year, as had been done in previous years, and it has more yearling muttons to move this year than at any time in recent history. The holding of these sheep has resulted in the pushing of the sheep

boundaries farther west into a country that heretofore has been used for cattle.

Lease prices on ranch lands have remained high. In fact, they are too high for comfortable operation, and many expect them to be scaled down considerably at the next lease paying time in July.

January was a fine month and sheep breeders lambing their flocks this month found warm weather and green range. The range further was improved by continued good rains which were just like money deposited in the bank for ranchmen. Feed bills, indeed, are light in contrast to last winter's heavy toll, and cottonseed cake, the prime feed of this area, dropped \$30.00, as compared with \$55.00 last year. The rains were warm and slow, and they have made not only weeds but are preparing the way for grass in March.

Lambing of commercial flocks begins this month in the southern sheep area, but as usual March will see the birth of most of the lambs. There will be no feed bills at lambing time.

Feeding of lambs in West Texas this year was the greatest in the history of the country. Robert Massie, president of the Wool Growers Central Storage Company and pioneer sheepman, fed his lambs on a ration consisting of 80 per cent home grown feed at a cost of four cents a day for feed and labor. He made more money than he would have made had he sold his lambs at four cents a pound, the prevailing market price at the time he took the lambs into the feed pens. Will Miller of Ozona, who, at \$5.00 a head, bought the highest priced lambs in Texas this year, fed them at Snyder at a cost of two and one-half cents a day. S. N. Allen, of Christoval, fed lambs this fall and, of course, there are many others.

Next year there likely will be more feeding, and those ranchmen who this year sent their sheep to the northern feed lots more than likely will feed them at home if there is not a good market.

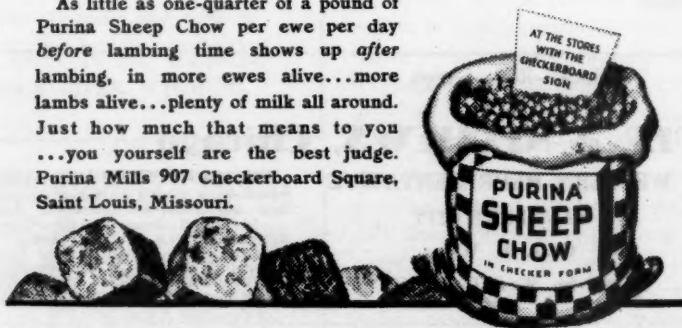
S. A.



## TWINS ALIVE!

**TWINS!** Both alive...both in shape to suck milk aplenty...from a ewe in shape to give milk aplenty...there's a story of good feed...there's the story of Purina Sheep Chow. Three real sheep feeds are in Purina Sheep Chow...cottonseed...linseed...molasses...put together in just the right proportion...turned over and over in modern mixers, 960 times. Pressed into handy-sized feeding bits called Checkers (cubes)...ready to feed anywhere.

As little as one-quarter of a pound of Purina Sheep Chow per ewe per day before lambing time shows up after lambing, in more ewes alive...more lambs alive...plenty of milk all around. Just how much that means to you...you yourself are the best judge. Purina Mills 907 Checkerboard Square, Saint Louis, Missouri.



## THE BOSTON WOOL MARKET

(Continued from page 33)

first place in the current trading. Fine and half-bloods have been called for, though latterly there has been apparent an increasing interest in the three-eighths blood combing. Its cheapness and usefulness are better appreciated, and there is expected to be a demand for this grade from makers of cheviots. The closing days of January brought a better demand for strictly woolen wools, which had been neglected earlier. Some of the mills making women's wear goods are quite busy, running overtime to keep up with the demand.

As far as prices go, the trend of the market has generally been toward the low side. Topmakers have been particularly active bidders, though it is claimed that many of the bids were too low to get the wool. Their interest has mainly centered on wools of the French combing type. For these the general range of prices has been from 60 to 65 cents clean for standard wools. Montana and similar French combing wools are still quoted at about 65 cents, though very good Utah, Nevada and Oregon wools of this type are to be had at 62 to 63 cents, and less desirable Colorado and New Mexico at 60 to 62 cents.

Topmakers have been filing some very low bids and are said to have been trying to break the market to 58 cents or below. It is believed that they secured some lots at that price, but it is understood that dealers are refusing to sell good lots at 55 cents. There is only a moderate demand for fine and fine medium staple wools, and even the best Montana and similar can not be quoted at over 68 cents. Texas fine wools have also been rather quiet, and are quotable at about 65 to 68 cents for good twelve-months' and 62 to 63 cents for eight-months', though the latter figure is nominal.

Medium Territory wools are quoted on a clean basis fully five cents lower than a month ago. There has been rather more interest in the three-eighths blood grade, but the price has dropped to 53 to 55 cents clean. At this low figure, the mills are finding a place for these useful

wools. Quarter-bloods remain quiet and have suffered even more in the pricing than have other grades. They are normally quoted at 48 to 50 cents.

The position of fine Ohio and similar fleece wools has not materially changed during the past month. Delaine and half-blood combing wools have been steady in price, the first named being well sold. Best lots are still quotable at 29 to 30 cents, with heavier and average lots selling at 28 to 28½ cents. Fine clothing wools are quotable at 25 to 26 cents. Combing wools are quotable lower at

28 to 29 cents for half-blood, 26 to 27 cents for three-eighths-bloods and 25 to 26 cents for quarter-bloods.

There is still much confidence, expressed over the possibility of an early trend toward higher price levels. More wool is selling at the end of January than in December. Most dealers regard an increased movement as the requisite preliminary to higher values, but the absence of the American Woolen Company from the market as an active buyer is much lamented.

H. A. K.



# MINTRA

## Sheep Branding Liquid

THE six stacks of cans below show the steady growth in demand for this better sheep branding liquid in the Rocky Mountain States during the past six years. Such increasing popularity can mean only one thing—that sheepmen recognize the superior branding quality of MINTRA.

### Some Reasons Why Its Better

Easily applied with brush or brand. Requires no thickening whatever. Does not injure the wool. Saves arguments and prevents losses. Positively will hold color a full year.

### Who Says So?

Used exclusively by the members of the Arizona Wool Growers Association. Also used exclusively for years by many leading Western sheep producers such as F. J. Pomeroy of Fontenelle, Wyo., the Utah-Colorado Land & Livestock Co. and The Swan Company of Chugwater, Wyo.

Your Warehouse or Dealer  
Can Supply You



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**MINEHART-TRAYLOR CO., DENVER, COLO.**  
Makers of MINTRA PAINTS



**FOR FLY BLOW**

USE

**PINETROL**

Excellent for  
**PREVENTING TEXAS  
 SCREW WORMS  
 FOR BARBED WIRE CUTS  
 DOG BITES AND  
 AFTER DEHORNING**

—::—

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Del Rio Wool & Mohair Co.  
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Smith Drug Co.      Arizona Wool Growers Assn.  
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**A BETTER CAMP FOR YOUR MONEY**

Trail  
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 Telephone Tabor 4158  
**GET OUR PRICES**

**AROUND THE RANGE COUNTRY**

(Continued from page 32)

the west snow cover has been absent since early autumn, and the weather only moderately severe, while over the entire eastern slope chinook winds have kept the ground bare and the weather warm much of the time. But along the eastern tier of counties the snow cover has remained, and livestock have not done so very well. Some moisture shortages were reported in both eastern and western sections bare of snow.

**Cheyenne Wells**

The winter has been mild since the bad blizzard on the 18th and 19th of November, and our sheep are wintering well.

The snow banks are gradually melting and making some surface water which will be of much benefit to the stock on the range. The moisture also assures us of early grass which will be a great help on the feed bill during these times of low prices for wool and lambs.

Thomas S. Johnstone  
 Rifle

This part of Colorado has experienced a very cold, dry January. Both cattle and sheep have wintered especially well up to this time (February 4).

The assessed valuation of sheep has been reduced to \$3.50 per head.

B. F. Haley

**Fruita**

The winter has been a very mild and dry one. Winter feed, however, on the range is getting very short. No heavy sheep losses have been reported up to the present (February 2).

Owing to the fact that some of the sheepmen did not have to start feeding at an early date, it looks as if the feeding expenses will be less this year than in former times. We usually feed 10 to 25 per cent of our sheep, depending on weather conditions. The rest of them run on the range during the winter months. We use very little baled hay here, but alfalfa for feeding out of the stack, (512 cubic feet to the ton), has been purchased at \$8.00.

The ewe bands are about of average size this year. Coyotes have been more numerous this winter than usual; no gov-

ernment aid has been given us recently.

I think the National Wool Marketing Corporation has rendered the wool growers a very great service.

Walter Buniger

**NEW MEXICO**

Moderate winter temperature conditions prevailed with only brief cold snaps of little consequence as far as livestock are concerned, except for slight shrinkages in the northern portion. Light snow and moderate rains have kept enough moisture on most of the ranges, and grazing conditions have averaged rather good save only in the southeastern portion where they are only fair. Many clear days were favorable on livestock in the open. Moisture is beginning to be needed in the southeast, though rains helped as the month closed.

**Roswell**

The weather has been excellent so far, just like spring (February 1). Sheep are wintering better than usual, and so far there have been no losses.

Very little extra feeding has been necessary up to the present time, but a little later, we will no doubt have to do some. Our feeding expenses up to the present have been about one-fourth of other years.

Ewe bands are about of the same size as in previous years.

We are getting the best of the coyotes in this part of New Mexico. The Biological Survey is doing fine work, and the ranchers in most cases are cooperating with them.

Wade H. Corn

**CALIFORNIA**

It has been too cold most of the time, but during the last week temperatures moderated and range grasses made increased growth. As green and cured feeds were plentiful, livestock made satisfactory progress and were in satisfactory condition. Soil moisture has been plentiful for vegetation growth, more especially over the middle and northern portions; but the drought persisted at the south until late in the month when beneficial rains occurred, lasting into February 1 in some places.

## WESTERN TEXAS

The weather has been normal or slightly above in temperature, with frequent to abundant precipitation, mostly in the form of rain. Conditions continue favorable for ranges and livestock in practically all sections of this area, cattle being reported in fair to good condition. Ranges have continued to show some improvement, under the influence of ample moisture and temperatures of growing values, with some sunny skies.

## Ozona

F. E. Baird

## Ozono

We have had the mildest winter since 1907.

Feed has been good on the range and we estimate our sheep losses at about 1 per cent in comparison with 3 per cent in 1929 and 1930.

P. T. Robinson

**IN CANADA**

We are having the best winter in a long time—no snow except a light skiff in October which lasted about a day. The last few days, (January 30), the windows and doors of the houses have been open all day, and people have been working outside in their shirt sleeves.

The lack of snow has been inconvenient to some of the stockmen on the range, especially horsemen, but the good weather has more than made up for the extra trouble. All stock is reported to be in good condition. Temperatures here have not been more than five below zero, if that, at any time.

Alfalfa hay prices are about \$7.00 a ton when fed in the stack, but so far none has been fed to the range stock. Barley can be bought at 25 cents a bushel in any quantities; oats at about the same figure.

Lambs are selling in Calgary at 7½ cents per pound off cars fat. Fat old ewes are hard to sell. The wool market is slow. Cooperative shippers lost about three or four million pounds of wool by fire, but salvage insurance netted them about 12 or 13 cents a pound—not a satisfactory price. Times have been bad, but the future looks better for the stockmen.

F. S.

Calgary, Alta., Canada      Jack Canuk.

## For Bloodless Castration

# BURDIZZO

### Excellent for Docking

### In Four Sizes

### For Cattle & Sheep

Write for Descriptive  
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**CORNIA WOOL GROWERS**

**CALIFORNIA WOOL GROWERS ASSN.**  
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MFG. CO.**

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## Salt Lake Union Stock Yards

North Salt Lake, Utah

The First Intermountain Live Stock Market and Gateway  
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The Gold Medal Winner  
Hardwood framed. Stormproof.



Shipped knocked  
down—easy to set up. Built by  
**Sidney Stevens Implement Co.**  
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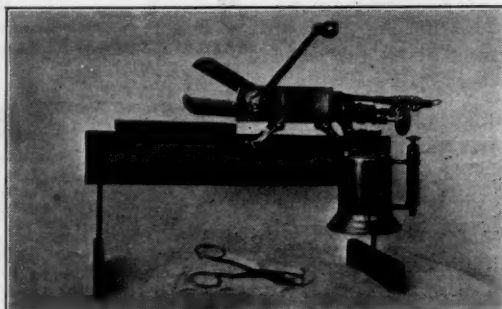
**The Frank Oliver Lamb Carrier**  
John Day, Oregon  
Price \$1.25

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Price Complete, \$35.00 F. O. B. Cucamonga, Calif.

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**RUDOLPH FLICK**

Cucamonga, California — San Bernardino County  
PRACTICAL — SCIENTIFIC — YET SIMPLE TO OPERATE

### THE PRODUCER'S AND FEEDER'S SHARE OF THE MARKET LAMB

(Continued from page 30)

A fairer proposition would be to put the lambs in the feed lot at cost and the feeder figure his operations at cost. The sum of the two would equal what the lambs should sell for to pay costs. The losses or gains could then be prorated to the producer and feeder on the basis of the amount expended by each in growing and fattening the lamb.

With wool selling at 32 cents per pound the cost of producing range lambs is approximately 11 cents per pound. With wool selling at 22 cents the cost of lambs is about 15 cents per pound. Lambs at 6 cents per pound make a greater loss to the producer than the average feeder lost last year on their fat lambs. The cost of producing a 60-pound range lamb, when wool prices are normal, is approximately double the amount that it costs the feeder to put on an additional 26 pounds of gain. A ration of two to one would therefore seem to be a logical basis on which to divide the marketing costs and gross receipts.

Many attempts are being made to work out a fair division between the producer and feeder of the gross receipts from the range lamb after it has gone through the feed yards. Such a division would seem to be advisable if it can be worked out in a way that will be fair to both parties.

During certain years the feeders have paid considerable more for their feeder lambs than the fat price warranted. Other years they have paid considerable less. Over a period of years the balance would no doubt be about right, for if the feeder makes big money one year he is very likely to pay considerably more than feeder lambs are worth the following year. If the feeder loses money he is very likely to pay a lower price for feeder lambs the following year than the fat price warrants. The above extremes in both losses and gains to the producers and feeders, tends to place lamb production and lamb feeding on a very unstable, speculative basis.

In order to arrive at a fair distribution of the gross receipts it is necessary to determine the cost of the lamb to the



producer, and the cost of the feeding operations, to the feeder. The above costs will vary one year with another depending largely on lamb production and feed conditions, and will vary on the different ranches and farms, depending on the ability of the manager.

Extensive investigations have been made of the range sheep industry in Wyoming during the last five years, and the studies include detailed operating costs on about a million head of sheep in the three main sheep producing areas of the state. The results are representative of range lamb and wool production. The cost of operation per sheep unit varies in the different areas, but the cost per pound of producing wool and lamb is very much the same. \* \* \*

The three areas covered in Wyoming studies show a cost of production of approximately 11 cents per pound for lambs when wool is selling for 32 cents per pound and culled lambs for 5 cents per pound. The cost of production of the lamb increases as the prices for wool and culled ewes go down.

The cost of producing lambs this year, with culled sheep selling at 3 cents and wool selling at 22 cents, is approximately 14 cents per pound. A 60-pound lamb will therefore cost the producer \$8.40 per head this year.

The cost of producing lambs during the last eight years has been approximately 11 cents per pound. The cost of fattening the same lambs in the feed lot has been about 13 cents per pound, for the gains put on. A 60-pound lamb has cost the average producer \$6.60. The 26 pounds of gain per lamb in the feed lot have cost the feeder approximately \$3.38 per head, exclusive of marketing charges.

What would seem to be a fair share basis over a period of years has been for the producer to supply the 60 to 65-pound lambs, pay two-thirds of all marketing charges and receive two thirds of the gross receipts. The feeder would put on 25 to 28 pounds gain, pay one-third of all marketing costs and receive one-third of the gross receipts.

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